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the newsweekly for pharmacy

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CHEMIST & DRUGGIST

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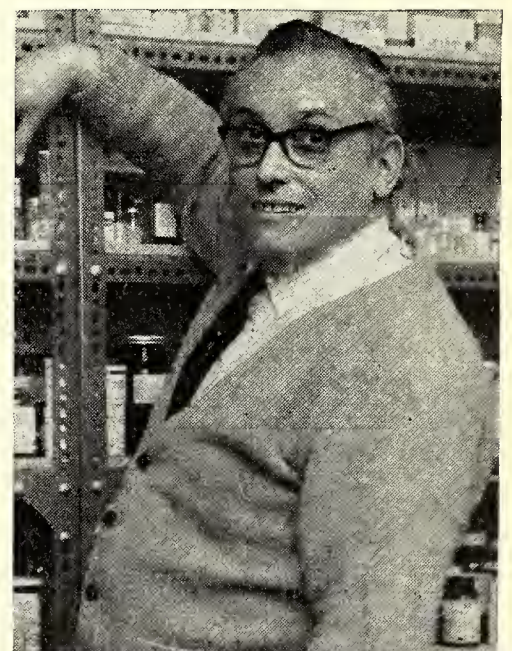
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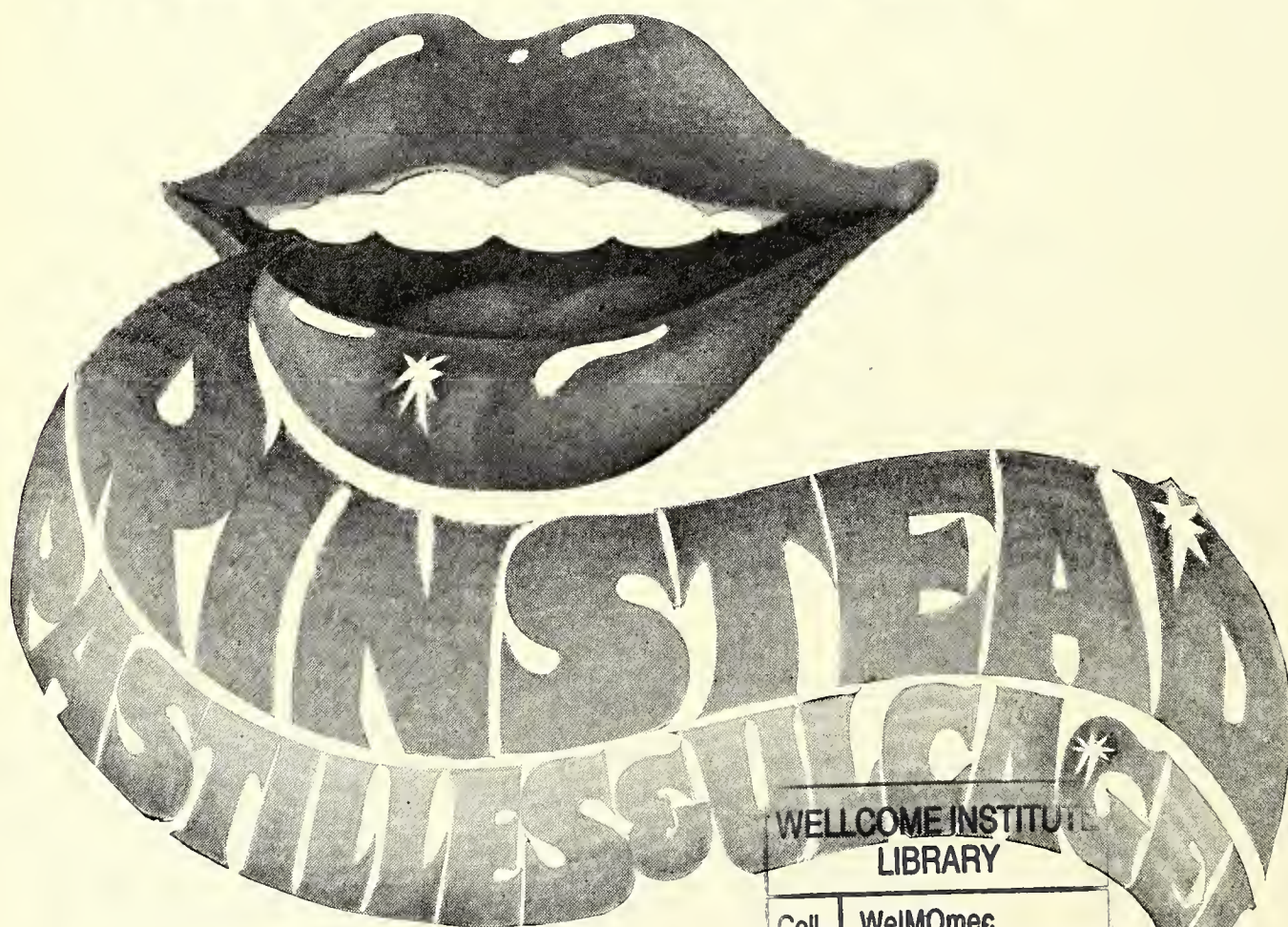
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Dr David Rosenberg is putting unwanted drug samples to good use in mission hospitals (p 133)

What name comes to mind for relieving Trouble in the Mouth?



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How consumers and doctors view the pharmacist

Doctors are "reasonably well aware" of the status and qualifications of the retail pharmacist, and the public has "a strong feeling that he is in some way different from the manager of a grocery store."

Those are two findings of surveys commissioned by Phillips Laboratories in a programme of research into consumer-pharmacist-doctor relationships.

Most doctors (79 per cent) thought the pharmacist "an important member of the medical team," but the view was less strong among younger doctors—only 68 per cent. Four out of five thought chemists capable of balancing their business and medical interests.

Asked what more the pharmacist could do for them, 74 per cent of doctors wanted "no more help," but one in ten asked for a night and day dispensing service and one in 20 wanted advice on drug costs and availability. Two-thirds of the doctors said they had contact with pharmacists at least two or three times a week.

The results of the consumer survey showed that 50 per cent of housewives visit their chemist at least once a week, young women and mothers with young children being the most frequent visitors. "Customer loyalty" was found to be high, with over 90 per cent of housewives going to the same chemist for over a year.

Consumers found that the staff of the small independent were more courteous and attentive than in the large multiple, but had noted the comparative lack of display material in the former as an ideas aid for purchasing.

Only 9 per cent of consumers said they relied on the advice of someone in the shop, but the main area of advice expected was minor ailments. It was found that advice was more likely to be sought from the pharmacist himself in independents than in multiples.

Asked about displays in chemists' shops, most people agreed they "are helpful." Normally bought at the chemists were cosmetics (61 per cent), medicines (78 per cent), and cotton wool, sanitary towels and tissues (66 per cent).

The Phillips survey is being distributed to retail pharmacists by the company's representatives.

Drug storage regulations 'coming soon'

An indication of the timetable the Government has in mind for laying regulations about the storage of Dangerous Drugs in pharmacists' shops was given in Parliament this week by MR ELYSTAN MORGAN (Home Office Under Secretary).

He was asked by MR J. GOLDING when he proposed to make the regulations, and if he would make a statement.

Mr Morgan replied: "It is hoped to lay regulations within the next two or three months."

Tax on medicines yielded £16m

The amount collected by the Customs and Excise in the year ended March 31, 1969 from purchase tax levied on drugs and medicines soared to 15.9m (from £12.3m in the previous year).

The tax on perfumery, cosmetics and toilet preparations rose to £50.7m (£35.1m), from toilet requisites, £9.7m (£7.2m) and from cameras and photographic goods, £12.9m (£7.6m).

The increases are attributable in the main to the Budget changes which occurred in tax rates. In the case of photographic goods tax was extended to a number of items previously exempt. (60th report Customs and Excise, HM Stationery Office, price 16s 6d.)

Lords question on the Pill

The question of whether all contraceptive pills should be withdrawn from the market was raised by BARONESS SUMMER-SKILL in the House of Lords this week.

She asked the Government whether instructions would be given to that effect, having regard to the withdrawal in the USA of the pill Normenon.

Replying, BARONESS LLEWELLYN-DAVIES OF HASTOE stated: "The Government are aware of



The Beecham Research Laboratories team who discovered 6-amino-penicillanic acid—the nucleus of penicillin—have been awarded the Addingham Medal for their work. Picture shows, from left, Alderman A. R. Bretherick, Lord Mayor of Leeds, presenting the medal to Mr F. P. Doyle, Dr J. H. C. Nayler, Dr F. R. Batchelor and Dr G. N. Rolinson, the four Beecham Research scientists

the decision taken by the Food and Drug Administration in the US to suspend further clinical studies with oral contraceptives containing only chlormadinone acetate. Our Committee on Safety of Drugs has asked for full details of the evidence upon which the American decision was based.

"It has already received some details, which it is actively considering at this moment. The Committee is in touch with the manufacturers here of such contraceptives, and they also have the matter under urgent consideration. The Government see no justification for withdrawing all oral contraceptives from the market."

(See also Trade News, p 137)

Ruling on new antibiotic

Mr Justice Graham, in the High Court, London, on January 21, revoked Letters Patent owned by the American Cyanamid Co, of New York, relating to a new antibiotic called porfiromycin, on the petition of another American company, the Upjohn Co, Kalamazoo, Michigan.

The judge directed that the order for revocation "lie in the office" to give the patentees time to consider an appeal.

The judge said the patent related to a new broad spectrum antibiotic made by a normal aerobic fermentation but using for the first time new strains of *Streptomyces verticillatus*.

The strains of streptomycetes

in question were not formally made available by the patentees to investigators in the United Kingdom until a considerable time after the publication of the complete patent specification in August, 1963, although it was possible that persons in the UK received samples obtained by US investigators who sent them here, whether legally or not, after January, 1966.

The Upjohn company contended that the Letters Patent must be revoked on the ground that the complete specification did not sufficiently and fairly describe the invention or the method by which it was to be performed, that none of the claims of the specification was fairly based on the material disclosed in the specification and that the patent was obtained on false suggestion.

The judge said he did not consider there was anything in the description of the specification which could properly be said to be a specific and material false suggestion upon which the patent was made but the specification did not sufficiently and fairly describe the invention or the manner by which it was to be performed. The claims of the specification were not fairly based on the material disclosed in it.

The judge added that it might well be that the Banks Committee now considering possible amendment of patent law might like to review the position of micro-biological patents such as the one dealt with.

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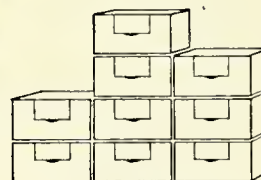
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Hospital pharmacists from three London teaching hospitals study individual tablet assay in the control laboratories of Thomas Kerfoot & Co, Ltd. From left are Mr G. R. Davenport (Kings), Miss M. M. I. Johnston (Charing Cross), Mr L. H. Kerfoot, Miss M. Hodges (Barts), Mr T. French (UCH) and Mr G. A. Guthrie, (chief analyst).

Hospital pharmacists in Liverpool area ready to resign

The possibility of mass resignations by hospital pharmacists in the Liverpool region exists if the salary claim, at present with the Department of Health, is not met in full.

Members of the Liverpool Branch of the Guild of Public Pharmacists unanimously agreed at their annual meeting on January 22 that if the present claim were not met in full they would have no alternative but to resign their posts and seek employment elsewhere. About half of the Branch members, who total over 70, were present at the meeting.

Earlier, concern had been expressed that even if the claim was met in full the resulting salary scales would hardly be sufficient to attract enough pharmacists to the service. The current work load was more than could be borne if the minimum standards of safety acceptable to the Department of Health were to be observed.

Over the Christmas and New Year period the influenza epidemic had taken its toll of pharmaceutical staff as well as patients and other staff and had enervated the pharmacist to a considerable degree.

Members expressed apprehension that the management side was not aware of the seriousness of the worsening situation. Its continuance augured ill for the patient, the pharmacist and the health service in general.

Letters of resignation, numbering 39 on January 28, are

held by the Branch chairman, Mrs J. E. Tinegate, chief pharmacist, Warrington General Hospital. All hospital pharmacists in the Liverpool Region have been asked for support.

A statement was prepared for the local Press, and in the evening after the meeting Mrs Tinegate and Mr G. Roberts, Branch secretary, appeared on BBC and Independent Television. They explained that because of appalling salary scales, many pharmacists had deserted the service thus increasing the burden on the remaining staff. For too long the Department of Health had taken advantage of the loyalty of hospital pharmacists. The time was now ripe to take a stand while there was time to influence the present salary talks.

Asked if this was merely a threat, Mr Roberts replied that hospital pharmacists, who were not angry people, seriously intended to withdraw their services if necessary.

All branches of the Guild have been asked for support.

It is now known that the Whitley Council will meet to discuss salaries on February 26.

A statement issued by the general secretary of the Guild, Mr W. Mott, says that the current salary claim is for sub-

stantial increases amounting in some cases as much as 60 per cent.

"The service is largely dependent upon young and inexperienced pharmacists, locums and part-timers," Mr Mott points out.

"Only a substantial increase in salaries, and a salary structure that can be seen to offer recruits a reasonable career in the service will attract staff of the calibre needed."

"Honour is due to these pharmacists who have taken the extreme step in offering to resign."

Call for brand name code

A code of practice governing the use of suffixes and prefixes in brand names of drugs is needed, according to the *Drug and Therapeutics Bulletin*, January 30.

The *Bulletin* states that the use in prescriptions of number prefixes appearing in chemical names is unnecessary and can be dangerous, while number suffixes may indicate a length of course of treatment, strength, in some cases a different composition or may relate to a clinical trial number.

Prefixed syllables may indicate a compound preparation or mixture of two drugs, a chemical variant of a drug, a particular form of drug or the name of the maker.

The report notes that the Association of the British Pharmaceutical Industry has recommended its members to avoid misleading or uninformative trade names. However, the *Bulletin* considers that more positive guidance is needed through a code of practice.

Salary increase for Co-operative pharmacists

Increases ranging from £110-£140 a year for Co-operative Society pharmacy managers have been agreed in negotiations between the Co-operative Union Wages Board and the Union of Shop, Distributive and Allied Workers. The agreement, which would become operative on February 1 awaits approval by the Department of Employment and Productivity.

The increases would give a manager with average weekly sales of £300-£399 a salary of £1,610 in London, £1,560 in the provinces. Thereafter salaries rise by £55 per year for each £100 increase in weekly turnover to £1,000.

An increase of £100 a year has been negotiated for non-manager pharmacists bringing them to £1,300 metropolitan, £1,250 provincial, in the first year after qualification, and to £1,400 metropolitan, £1,350 provincial in the second and subsequent years.

An increase of 16s a week for male dispensing assistants and 18s for women gives a range of 252s a week at age 20 to 302s a week at 23 for men in London, to 246s to 296s a week for those in the provinces. Women's rates range from 224s to 274s a week in London and from 218s to 268s a week in the provinces.

The current claim for a 10 per cent increase on behalf of pharmacists and assistants covered by the Joint Industrial Council agreements is still under consideration.

Doctors carry on dispensing

A motion before the January meeting of the dispensing committee of the Executive Council for South-west London and Surrey which sought a review of the supply of drugs and appliances by doctors in the areas of Frimley, Camberley, Farnham and Woking was defeated by five votes to two.

The pharmaceutical members had claimed that population in some areas had increased considerably since the last review in 1962 and the areas were no longer rural.

The doctor-members on the committee claimed that a review would not provide an added inducement to a chemist to go into a rural area.



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'Keep pharmacists informed' call in Parliament

A review of the arrangements for informing pharmacists of major decisions of the Committee on Safety of Drugs—to ensure that matters such as the recent advice on oral contraception did not reach them via national newspapers—was called for by Mr L. Pavitt in Parliament this week.

MR RICHARD CROSSMAN (Secretary of State for Social Services) replied: "The Committee on Safety of Drugs is reviewing its arrangements for conveying to the professions concerned its views about adverse reactions to drugs, and will no doubt take into account the views expressed to it by the Pharmaceutical Society in a recent letter."

MR PAVITT also asked the Secretary of State if he would initiate discussions with the Pharmaceutical Society "with a view to re-arrangement of the distribution of medicines in the National Health Service on the pattern of the agreement recently reached by the Pharmaceutical Society of Sweden and the Swedish Government."

MR CROSSMAN replied: "No. Adoption of the Swedish pattern would not be appropriate here."

Asked what official study was being made of the link between taking too many analgesics, particularly phenacetin, phenazone, caffeine and phenylbutazone, and the incidence of tumours of the renal pelvis, DR JOHN DUNWOODY (Under-Secretary for Social Services) replied: "No official study is being carried out."

"The medical and pharmaceutical professions are fully aware of the dangers of kidney damage arising from the excessive and prolonged use of preparations containing phenacetin, and of the potential risks of self-medication with these preparations over long periods."

Wholesalers' SET deputation

A deputation from the Federation of Wholesale Organisations met the Minister of State to the Treasury, Mr William Rodgers on January 26, to discuss once again the effects of selective employment tax on wholesalers and industrial distributors throughout the country. The deputation told the

Minister that they were dismayed and angered at the delay in resolving a matter which had been outstanding for 2½ years.

The Federation is gravely concerned that after having met the Treasury on three separate occasions on this issue, and obtained an acceptance of the principle that wholesalers are unfairly prejudiced by the imposition and operation of the tax, the situation for the future still remains ominously obscure.

Irish news

A pharmacy sells out to co-ops

The pharmacy of Cogan & Loftus Ltd, veterinary chemists, Tullow, co Carlow, has been acquired by four co-operatives—Donaghmore Co-op, Laois; Imokilly Co-op, Cork; South Tipperary Farmers' Co-op and Waterford Co-op.

The purchase is described by *Farmers' Journal*, the official organ of the National Farmers' Association, as "a big breakthrough into direct sales of veterinary products." It says the effect is likely to be an expansion of the trade and price reductions of 20 to 25 per cent for members of the four co-ops on their animal health purchases.

The journal says that the company has built up an annual turnover of more than £200,000 through well-timed, door-to-door selling of leading brands. The company's range includes animal health and farm hygiene products and agro-chemicals. A sales team of 12 representatives covers ten counties, mainly in Leinster.

The four co-ops, says the article, were already trading to some extent in animal health products, but as non-chemists were not in a strong position



First prize in the foreign entries section of the American Chemical Specialties Manufacturer's Association annual contest has been awarded to Wilkinson Sword Ltd for the package design of their new aerosol shaving soap. Mr G. Palmer (branch manager, Shaving division) went to Miami Beach to receive the award. He is seen, on the left, being handed the award by Mr S. T. Craige of CSMA. With them is Miss Miami 1969, Sheila Dubois

to get supplies—and get them at the right price.

A new co-operative society will be set up to control the business. Mr R. J. Cogan, MPSI, and Mr B. M. Loftus, MPSI, former joint managing directors, and their entire staff will remain with the newly-formed co-operative. The new co-operative intends to provide a full range of products and technical services to farmers.

IDA consider co-op take-overs

The entry into pharmacy of co-operative societies who purchase established retail pharmacies was considered at the January meeting in Dublin of the Irish Drug Association Executive.

A recommendation was made that the matter be looked into by the Pharmaceutical Society of Ireland with the object of restricting ownership of pharmacies to pharmacists, and that financial groups, co-operatives or supermarkets should not be allowed to conduct pharmacies unless the controlling board comprised a majority of pharmacists.

Revised hours of opening and closing adopted by the Irish banks at the beginning of the year were criticised.

The committee were of the opinion that the new hours with a 3 pm closing on Fridays in-

stead of the 5 pm practice were not those most suitable for the business community. No banking services were available to pharmacists and others until the following Monday and complete close-down for two days was unrealistic.

The Executive recommended members to point out to their banks that the new hours were not considered suitable.

The question of opening and closing hours for pharmacies in the proposed extended health service scheme for the lower income group was again referred to. It was felt that the matter was of such importance as to call for the Joint Negotiating Committee to make arrangements with the Department of Health for the introduction of specified hours when the new health scheme comes into operation.

Amphetamines reimbursement

We understand that Dublin Health Authority has circularised Irish retail pharmacists with incorrect reimbursement figures under the scheme for withdrawal of amphetamines (*C&D* January 24, p 82). The figures circulated are the Authority's buying prices instead of the current wholesale prices. Steps have been taken to ensure that pharmacists receive the correct allowances.



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NEWS IN BRIEF

□ The general index of retail prices in December 1969 was 134.4 (January 1962 = 100), compared with 133.5 in November.

□ A rubella vaccine is to be introduced in the UK during February, the *London Evening Standard* reported on January 28. The manufacturers are Smith Kline & French Laboratories Ltd.

□ Chemists in Hampshire have found that prescription charges are causing them extra work following the withdrawal of the half-crown coin, it was reported at a recent meeting of the Hampshire Executive Council.

□ The 1970 dinner and dance of Romford Branch of the Pharmaceutical Society raised £94 for the Benevolent Fund through sale of tickets and a "decimalised" tombola necessitated by the demise of the half-crown (four tickets for 2s in place of five for 2s 6d).

□ Additions of elastic web bandages without foot loop and polyethylene non-porous, rayon porous and rayon permeable synthetic adhesive tapes are to be included in the Drug Tariff from March 1. The additions are notified in Part VIA of the Drug Tariff, January 1970.

□ Shopkeepers at Porthcawl, in Glamorgan, are becoming alarmed at the possibility of more daylight robberies following two break-ins last week at shops in Newport Road. At one shop, the pharmacy of Mr L. G. T. Smith, the front door was forced and nearly £200 taken from the till.

□ The Royal Society of Health's Health Education Group is arranging a study tour to Amsterdam, Holland, May 10-16. The cost of accommodation (excluding meals) varies from £38 8s to £45 7s. Cost of coaches being hired for visits is not yet known. Details from F. St D. Rowntree, Secretary, Health Education Group, Royal Society of Health, 90 Buckingham Palace Road, London, SW 1.

□ An international symposium on "Hormones and Arteriosclerosis" was held in Milan in December 1969 under the auspices of the Italian Society for Arteriosclerosis Research and Farmitalia. The conference analysed the relationship between the endocrine system and arteriosclerosis. Its proceedings are in course of publication and will be available on application from Farmitalia, Kingmaker House, Barnet, Herts.

□ The British Plastics Federation is presenting a special award in the 1970 Starpacks competition, organised by the Institute of Packaging. Other special awards are already made by trade bodies for glass, aluminium foil, and fibreboard. Starpacks 1970 will be held at Olympia, London, in June. Closing date for acceptance of entry forms is May 15.

Details from the Institute at Malcolm House, Empire Way, Wembley, Middlesex.

The Xrayser column

Talk of many things

The report of the January meeting of the Central NHS (Chemist Contractors') Committee might almost suggest that Lewis Carroll's Walrus had had a hand in preparing the agenda (page 97). The range of topics was surprisingly wide, and most of the items had an immediate application to those giving a pharmaceutical service.

The handling charges imposed by wholesalers on orders of less than £5 is certainly worthy of the investigation promised by the committee, though I would think it optimistic to expect the Department of Health to do anything about meeting the charge, particularly in a situation where the stipulated figure of £5 is not reached owing to the inability of the wholesaler to supply some of the goods ordered. In such a case, the argument should be pursued with the defaulter.

But that is not the only quarrel I have with the wholesaler at the present time. It has become the habit of one, at least, of my suppliers to omit from the invoice any reference to the items which are not in stock—a practice which I find confusing, not to say reprehensible. Indeed, it was my experience, at the height of the recent busy spell, to order drugs and "ethical" products to the value of approximately £15, and to be left to wonder if the delivery van had been involved in an accident or the wholesale house had been gutted by fire or perhaps plundered.

Precisely nothing happened that day or the next, and subsequent inquiry disclosed that none of the items ordered was in stock. No telephone call, no invoice, no communication of any kind—but, to their credit, no handling charge. The same thing happened again today—one important item was missing. So far as the invoice discloses, the order might never have been received—but it was. What was delivered and invoiced did not reach £5. That is not a matter for departmental intervention; it is a personal one, and I intend to make it so.

Diluted preparations

After nearly a year of operation, it becomes evident that the dilution of medicines to produce a standard 5-ml dose is causing problems, and the Central Committee has seen fit to amend its original instruction as to labelling to accord with a suggestion put forward by a Pharmaceutical Committee.

The suggestion was that use of the word "diluted" might raise suspicions, and the new recommendation is that the following wording should be used: "This preparation has been prepared"—not a particularly happy phrase—"so that the dose prescribed by your doctor is contained in one 5-ml spoonful."

There are, it seems to me, alternatives. One is to head the preparation with its proper name, followed by, say, the figures 1 in 2. The other is for the doctor to be told that it is his duty in writing the prescription to formulate the medicine to a 5-ml-dose volume. The latter would seem to be the best answer, for if (or when) NP labelling becomes obligatory, one cannot head the label with the name of the product if it is, in fact, not the original preparation. It occurs to me that that might be a useful *quid pro quo* in the current discussions.

Claims for exemption

The Committee also heard of time being wasted as a result of patients not completing EC10 forms before presentation, and it decided to make further representations to the Department on the need for renewed publicity. Many are quite incapable of making the exemption claim, physically as well as mentally, and most people coming straight to the pharmacy from the consulting room have no opportunity. The situation will not improve. A much higher factor for time involvement is the only answer.

COMPANY NEWS

New chairman for Weston Group

Mr Ellis Seillon has been appointed chairman of Stanley Weston Group Ltd, following the purchase by him and his associates of the 31 per cent equity stake held by the founder-chairman Mr Stanley Weston and his family trusts.

Mr Seillon runs Mesco Laboratories Ltd (suppliers of pharmaceutical chemicals) and has a property company and a merchant bank, and is chairman of Corton Beach (Holdings) Ltd (holiday camp and hotel group). Also appointed to the board is Mr R. Edwards, MP, a member of the Corton board.

It has been known for some time that Mr Weston wished to sell his stake, having retired as chairman about three years ago and since established residence in Jersey.

Mr Ralph Weston, a nephew of Mr Stanley Weston, has been chairman and managing director since his uncle retired. He told the *C & D* that he was pleased to be relieved of the dual duties of chairman. He hoped with the strengthening of the board, that the group would be able to continue its rapid growth.

Mr Seillon said that he would aim to generate growth in the profits of Weston by building up the manufacturing side.

Cross & Herbert buy Hinton Lake

Cross & Herbert Ltd have acquired the assets of Hinton Lake & Son Ltd, with ten pharmacies situated in the West Country, and will continue to trade as Hinton Lake & Son Ltd.

The pharmacy and photo departments of the subsidiary, Broom, Reid & Harris Ltd, 2 Queen Street, Exeter, will shortly be transferred to 41 High Street, Exeter.

The optical and hearing-aid departments of Broom, Reid and Harris Ltd will continue as before at 3 Queen Street.

S London chain sold

Booker McConnell Ltd, the large merchandising group which had sales of £82.7m in 1968 have acquired the controlling interest in Kingswood (Chemists) Ltd which is now operating as part of Booker Belmont Ltd, Belmont Road, Uxbridge, Middlesex.

The directors of Kingswood are: L. J. Phillips (chairman), N. R. Wakeford, MPS (managing director), D. G. P. Taylor, M. W. Jerram, D. M. Milstone, Ian Forbes-Leith (secretary).

The last annual report of Booker McConnell showed Booker Belmont had

three trading divisions—Alfred Button & Sons (food wholesalers); Budgen & Co (food retailers) and Booker Belmont Services (technical and shopfitting services).

The parent company hold pharmaceutical and toiletry interests jointly with BDH (Overseas) in the Caribbean area and wholly own Holdsworth (Chemists) in Zambia.

Kingswood have 15 pharmacies situated mainly in the South London area.

Burmah—Laporte bid

A bid by Burmah Oil Ltd for Laporte Industries (Holdings) Ltd made this week is expected to meet opposition by the Laporte board.

The bid is 45 Burmah shares plus 25 warrants to buy Shell Transport shares for every 100 Laporte.

A previous bid by Burmah last year was called off; on that occasion the offer of warrants was not included.

Hickson & Welch sales

Hickson & Welch Holdings Ltd raised their pre-tax profit to £1.85m in the year ended September 30, 1969 (from £1.67m in the previous year). The 1969 figure includes £254,521 from William Blythe and subsidiaries for nine months. Group net profit after tax is £928,116 (£904,716) and total dividend for the year is unchanged at 16 per cent.

Business briefly

Parke, Davis & Co: Building work has started on the company's £2.7m pharmaceutical plant at Pontypool, Monmouthshire. It will eventually employ approximately 1,000 people and be in production by the middle of 1971. It will house the company's entire production and research and administrative departments now based at Hounslow.

Hoechst Pharmaceuticals in India have earned approximately Rs1 m through exports to Australia, Egypt and Mexico, during 1969. The company has also recently exported by air, a consignment of one of its products worth about Rs400,000 to Mexico. The company expects to achieve minimum exports of Rs2m last year.

Adcock-Ingram, South Africa, in partnership with **Baxter Laboratories**, Chicago, has bought a 16-acre site near Cape Town airport, on which it is proposed to erect a pharmaceutical manufacturing plant. It is planned to manufacture Vacoliter intravenous solutions and transfusion equipment.

Merck Sharp & Dohme Ltd have entered into an agreement with AJK Computer Services Ltd to convert more than fifty computer programs in the accounting area to decimal currency notation.

Fisons Ltd are linking with American Food Machinery & Chemicals Corporation to build a jointly-owned plant at Widnes, Lancs, to produce cyanuric acid and its chlorinated derivatives.

Unilever Ltd are to purchase Styrene Co-Polymers Ltd from the present owners, Shell Chemicals UK Ltd, International Paint Co Ltd and Berger, Jenson & Nicholson Ltd.

Bowater-Scott Corporation Ltd, have acquired E. & R. Garrould Ltd. Garroulds will continue to operate as a separate company. Mr R. G. N. Drury remains managing director.

Wilkinson Sword Ltd have obtained a contract worth £80,000 from the Polish authorities for the supply of razor blade production equipment.

Birmingham Co-operative Chemists Ltd have closed their branch at 422 Coventry Road, Small Heath, Birmingham 10.

Appointments

British Oxygen Co Ltd have appointed Mr A. I. A. Ray the first chief executive of their recently-formed advanced engineering division. He takes over responsibility for Edwards High Vacuum International, BOC Cryoproducts and medical equipment. Dr R. B. Sims, 49, has been appointed chief executive of the chemicals and metallurgical division. Mr Ian Warren has joined Sparklets sales team, to cover East Yorkshire, co. Durham, Northumberland and Cumberland for BOC/consumer products.

Edme Ltd have appointed Mr H. I. Langford chairman following the resignation from the the company of Mr W. R. Pountney, former chairman and joint managing director. Mr Langford, 56, will act as non-executive chairman. The day-to-day administration of the company will be handled by Miss P. A. Peskett (director and company secretary) and Mr F. J. Bearman, who becomes managing director.

Kimberly-Clark Ltd have made the following changes in the marketing department of their consumer division: Mike Fletcher is promoted from product manager to group product manager; Steve LaGrave has been appointed a product manager and Fred Dimmock and Ken Lloyd, assistant product managers. Mr W. B. Sim is appointed to the newly-created position of sales manager for Scotland.

P. C. Cahill & Co Ltd, Dublin have appointed Mr Patrick Curley as their representative in the West of Ireland. This is the first time the company have appointed a full-time representative to that area. Mr Curley, who is in his twenties, is not a pharmacist but his family have a pharmacy in his native Ballyhaunis, co Mayo.

SPL International have appointed Miss Beryl Johnson as projects manager in their medical services division. Miss Johnson, who will supervise projects in which computers form the central controlling element in medical information handling systems, has lectured extensively on computing in hospitals, and has published two papers.

Glaxo Laboratories (Pakistan) Ltd: Mr J. Hanson (managing director of the company) has been appointed chairman.



Gillette Industries Ltd have appointed Mr George Robinson, managing director. He was previously managing director of the United Kingdom group.

Colgate-Palmolive Ltd: Mr R. A. Champlin, formerly assistant managing director, has taken over as chairman and managing director, following the appointment of Mr R. H. Hall as vice-president and controller of Colgate-Palmolive International Inc, New York.

Coty (England) Ltd have appointed Mr A. J. Weeks their managing director. Jim Weeks, an Englishman, joined the company in 1946 and was elected a director of the company. Since 1950 he has been managing director of the Coty business in Australia.

E. R. Squibb & Sons Ltd have appointed Dr Gerald R. Daniel, MB, BS, to the board. Dr Daniel entered the pharmaceutical industry in 1962 and joined Squibb in 1965 where he concentrated on the development of psychotropic drugs.

Templecolor Laboratories Ltd, have appointed to the board Messrs Guy E. Cooper (35), D. J. Elsbury (34) and R. E. Harris (38). The board is completed by Mr J. A. Cooper (managing director) and Mr D. G. Cooper (chairman).

Rentokil Laboratories Ltd have appointed Mr Michael G. Curran sales representative covering Lancashire for their products division and Mr Ray Corrie Northern regional manager.

R. F. White & Co Ltd have appointed Mr Ivor Herbert their works manager. R. F. White became part of the Dunbee-Combe-Marx group in 1968. Their products are distributed through Jean Sorelle & Co Ltd.

Wellcome Foundation Ltd have appointed Dr Leonard Hunt, MA MB, BChir, DPH, their marketing manager (medical biologicals).

J. L. Perl Ltd have appointed Mr Douglas Bishop their sales representative for the North of England and Scotland.

Johnson & Johnson Ltd have elected Mr J. G. Jennens and Mr J. M. Robins to the board.

Alberto-Culver Co have appointed Mr Eric Parkinson their UK marketing manager.

Bowman & Partners Ltd have appointed Mr A. E. Bramwell an executive director. He is to act as a marketing consultant, with special emphasis on Propa PH.

Bremner-White Ltd have appointed Mr V. Mellstrom their representative for Northumberland, Durham and North Yorkshire.

Firmenich & Co have appointed Mr Raymond A. Sutton sales representative within the perfumery division of the London company.

Pan Britannica Industries Ltd, have appointed Mr L. J. Barker, sales manager of their garden products division.

Laporte Industries (Holdings) Ltd, have appointed Mr F. S. Poole their managing director in succession to Mr G. Hickson.

Baxter Laboratories Ltd have appointed Mr Brian Steer their managing director.

PEOPLE

Mr J. N. D. Gray, MPS, Bridge of Allan, has recently been appointed justice of the peace for the county of Stirling. Mr Gray is the immediate past chairman of the Stirling and Central Scottish Branch of the Pharmaceutical Society and is secretary of the Local Pharmaceutical Committee.

Mr Robert David Webb, who for the past six years has been in charge of the pharmacy at Newark Hospital, has been appointed chief pharmacist at the George Eliot Hospital, Nuneaton, and takes up his new post at the beginning of February. Mr Webb, who qualified from Nottingham University, began his career in hospital pharmacy on his release from the RAF. He is a past-chairman of the East Midlands branch of the Guild of Public Pharmacists.

Arthur C. Nielsen, sen., chairman of the board and founder of A. C. Nielsen Co, has been named "Marketing Man of the Year" by the Chicago Chapter of the American Marketing Association.

Mr A. G. Garrett, MPS, FBOA, MInst PhM, elected president of the Proprietary Articles Trade Association at a recent council meeting, has been a member of the retail section of the Association's council since April 1962. He was elected a member of the executive committee in 1963 and has held office as vice-president and chairman of the retail section since 1967.

Mr Garrett acquired the Enfield, Middlesex, pharmacy of the late Mr A. Nicholson in 1947. He is a past-president of the Enfield Chemists' Association and a past-chairman of the former Enfield Branch of the NPU.

Deaths

Burnage: On December 10, 1969 Mr William Arthur Burnage, Tremist, Mary Tavy, Tavistock, Devon, aged 97. Mr Burnage qualified in 1894 and retired from the Register in 1962. His first post was at Birmingham prison where he was the CID

photographer, prison dispenser and assistant to the prison surgeon for three years. Subsequently, he took up general practice, though he worked for a period as a medical representative.

Clune: Recently, Mr James Clune, The Priory, North Strand, Limerick, Eire. Mr Clune qualified as a Registered Druggist in 1930 and carried on a pharmaceutical enterprise in partnership — Sarsfield & Clune — for many years. The establishment closed down some years ago.

Crake: On December 13, 1969 Mr John William Crake, MPS, 36 Linden Road, Gosforth, Newcastle-on-Tyne 3. Mr Crake qualified in 1901.

Heath: On December 19, 1969 Mr. Sidney Heath, MPS, 142 Brooklyn Gardens, Arle Road, Cheltenham, Glos, aged 93. Mr Heath qualified in 1900 and was formerly in business in Hull.

Herrington: On December 8, 1969, Mrs Jean Munro Herrington, MPS, 65 Hermitage Woods Crescent, St Johns, Woking, Surrey. Mrs Herrington qualified in 1954.

Hulett: On December 5, 1969, Mr Ernest Arthur Hulett, MPS, 8 The Uplands, Thorpeness, Suffolk. Mr Hulett qualified in 1920.

Littlewood: On December 2, 1969, Mr Leonard Blissett Littlewood, MPS, 149 South Street, Lancing, Sussex. Mr Littlewood qualified in 1940.

Renson-Smith: On January 26, Mr Paul Frederick Stanley Renson-Smith, a former director of Sangers Ltd.

New companies

PC = Private Company RO = Registered Office

Freyvack Enterprises Ltd (PC) capital £100. Manufacturers of and dealers in cosmetics and pharmaceutical products, etc. Subscribers: S. H. Davis, and David Ordish. RO: Stannecliff, Buxton Old Road, Disley, Ches.

A. Fish (Chemists) Ltd. (PC) capital: £100. Manufacturing, dispensing, chemists and druggists, opticians, etc. Directors: Albert Fish and Jeffrey H. Davis. RO: 274 Portobello Road, London W10.

Peter's (Pharmacy) Ltd. (PC)—capital £1,000. Chemists, druggists, etc. First director is Peter I. Herman, MPS, 61 Southway, London, NW 11.

Rona Laboratories Sales Ltd (PC)—capital £5,000. To carry on the business of a sales agency in the pharmaceutical industry, etc. Directors: David H. C. Griffiths and Donald E. Fifeild, RO: Stafford House, Norfolk Street, London, WC 2.

Technical Plant Ltd (PC)—capital £100. Makers of and dealers in chemical plant etc. Directors: Sydney Jackson, Mrs Judith T. H. Stone. RO: 15 Hilton Street, Manchester.

Titanium International Ltd. (PC)—capital £10,000. Importers, exporters, wholesalers and distributors of titanium Subscribers: D. Ordish and S. H. Davis 1 Leonard Street, London EC 2.

Tulip Cosmetics (Sales) Ltd (PC)—capital £100. Directors: Norman N. Richmond, Alexander Moss. RO: 160 Camden High Street, London NW 1.

Wilco Enterprises Ltd (PC)—capital £100. Merchants, manufacturers of and dealers in skin preparations, cosmetics and other toilet preparations. Directors: Anthony C. Williams, Angela J. Langford-Brooke. RO: 12 Booth Street, Manchester.

Woburn Chemicals Ltd (PC)—Capital £100. Manufacturing and dealing with chemical products etc. Directors: Jean C. Griffin, Robin Morgan, Roger A. Fennemore. Secretary's office: 70 Finsbury Pavement, London EC 2.

COMPANY PROFILE

William Ransom
& Son Ltd

A FOURTH GENERATION TAKES THE WHEEL

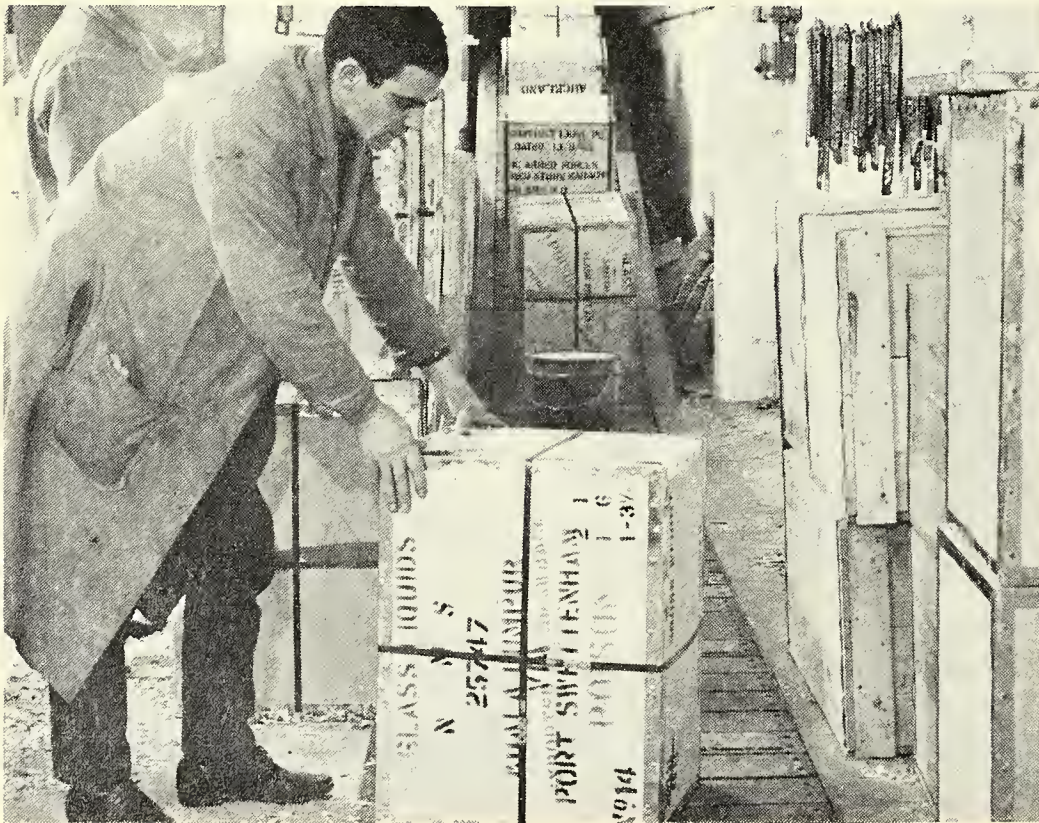
Heading the 124-year-old company of William Ransom & Son Ltd, Hitchin, Herts, from January 1 is Michael H. Ransom, BPharm, MPS. He took over from his father, Richard F. Ransom, who occupied the chair since 1935. Michael Ransom is the fourth generation of the family to hold the main executive office of the company, which was founded in 1846 by his great grandfather, William.

The new chairman, who is 38, obtained his BPharm from the University of London, and became a MPS in 1960. After graduating, he worked for a firm of manufacturing chemists in the State of Washington, USA — a firm which was in several ways similar to the Ransom business in that it produced essential oils (mainly peppermint and spearmint) and extracted digitoxin from digitalis.

On returning home after about a year, his knowledge of, and leaning towards pharmacognosy, led him back to the School of Pharmacy, Bloomsbury Square, as assistant lecturer in that subject before he was to settle down at Hitchin, where his qualifications fitted him well for the responsibilities allotted to him — namely production.

William Ransom & Son was incorporated as a private limited company in December 1912; just 56 years later it was converted into a public company, with a

Emphasis on exports: By keeping their prices competitive in overseas markets more than half of Ransom's output is now shipped abroad



board consisting of Richard F. Ransom, Mr J. W. H. Chappelle and Michael himself as joint managing directors.

Richard F. Ransom is remaining on the board and lives on the farm at St Ives, Huntingdonshire, on which certain crops are grown and supplied to the company for processing.

Within the pharmaceutical industry and the crude drug and essential oil markets, Mr Chappelle may perhaps be the best known of the trio, for, like Mr Ransom senior, he has been in the business all his life and has been responsible for the sales and buying, duties that necessitate considerable travelling.

That the directors' efforts, combined with those of their 100 staff, have so far proved successful is demonstrated in the annual returns published in the company's prospectus a year ago. Between 1959 and 1968, annual turnover rose from £280,159 to £575,221 and pre-tax profits from £10,671 to £85,081. In 1969 the figures of £675,269 turnover and £102,435 profits were well ahead of the forecast made at the time of "going public." Exports in recent years have accounted for approximately 50 per cent of Ransom's turnover and for the first eight months of their current financial year nearly 60 per cent was for export. What are the reasons for the company's obvious success, and why

the growth at a time when synthetic preparations, it seems, have deposed the natural product?

It must be conceded that, so far as the UK is concerned at any rate, many of the tinctures and extracts that were familiar to the older generation of pharmacists are no longer prescribed. On the other hand many former manufacturers of galenicals have gone out of production, even of products for which there is still a steady call. That has meant a bigger share of a smaller cake for the manufacturers who have continued in production. The size of the Ransom's business has perhaps also helped — not too big to lose the personal touch between supplier and buyer, and not too little for economic operation. The labour turnover on the

Ancient and modern: A stone jar which may have been in use for a century alongside a modern piece of equipment — a self-cleaning centrifuge



staff is extremely small, which means that the general expertise is retained.

Another important factor has been the ability to remain competitive in the foreign market place — no mean achievement for non-patented pharmaceuticals today. That position has been brought about by constantly introducing both more efficient plant for extraction and mechanical handling devices. Finally, there has been diversification within their own sphere from the original extraction of medicinal plants to produce galenicals for medicine — the company has been doing an increasing business in essential oil, fertiliser and allied trades and in supplying food, drink and cosmetic manufacturers with flavours, fragrances, oils and colourings.

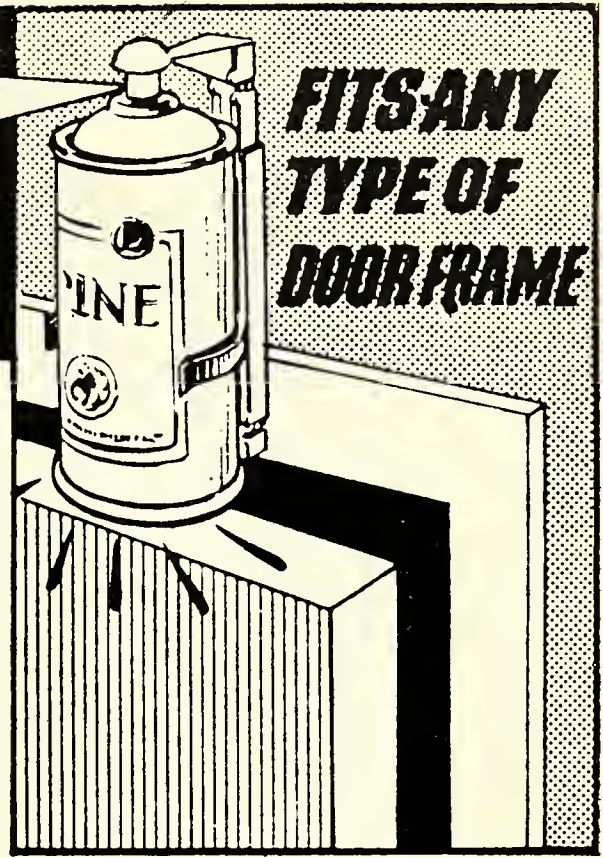
Ransom's are believed to be the original manufacturers of chlorophyll in Great Britain, and though the chlorophyll rush of a decade ago, when the compound first appeared in toothpastes and aerosols, has long since died down, the company is surprisingly producing more chlorophyll now than it was then.

So, the maxim, "as one door closes another opens" seems to be as true in galenicals' manufacture as in other walks of life.

NEW

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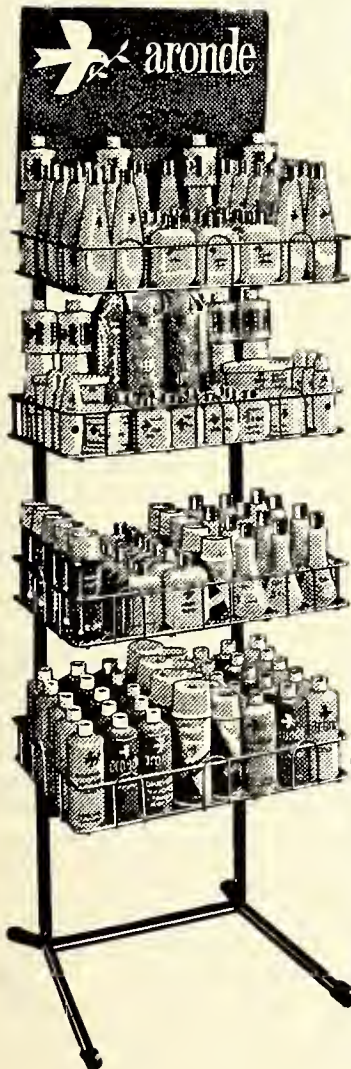
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Fast-moving Aronde has the proven merit of successful REPEAT sales! And this year, as before, your big profits with these low cost beauty lines are assured by powerful, eye-catching advertising which will be seen by more than 11,000,000 women . . . your customers amongst them! Bright full-colour spaces in Women's Own—backed up by good, regular black-and-white spaces designed to keep your cash register ringing steadily. Record-breaking Aronde sales are promoted by free point-of-sale aids and space-saving metal display stands, too, showing your customers the full, eye-catching Aronde range. There are over 3,000 Aronde stockists—why not join the happy family by asking our Representative for details . . . and remember, the Aronde success story is based on unmatched quality and service. Post the coupon and we'll tell you more!

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The integrated lighting, heating and air-conditioning system installed at Boots Sunderland store incorporates specially-designed Thorn Lighting fluorescent modular lighting fittings



Ancient and modern: the new Nordia units contrast with the 150-year-old structure at A. A. Ringer Ltd, Southwell

PHARMACY REFITS REPAY

"We are now actually *attracting* customers for the first time." Those words of Mr G. Burr, managing director of A. A. Ringer Ltd, Market Place, Southwell, Nottinghamshire, sum up what pharmacists all over the country are discovering—that a facelift for their premises can do wonders for turnover.

The Ringer shop is 150 years old and until a few months ago was a veritable nest of Victoriana. All that has changed now—but let Mr Burr take up the story himself:

"People are now coming in whom we've never seen before, and our regular customers are telling us: 'It's worth coming down to your shop now'.

"I'd been thinking about modernisation for some time. The old-world atmosphere in these parts is changing, and I felt it was about time we fell into line.

"The consultants were very helpful. I was not subjected to any high-pressure salesmanship—just constructive advice. They seemed to be genuinely interested in the problems of a smaller chemist wishing to expand.

"The storefitters arrived at 4 o'clock on a Saturday afternoon. I left the shop and returned on Sunday afternoon expecting to find the place in a mess. But it was completely finished, and we were able to open on Monday morning and resume

normal trading. The modernisation didn't affect the running of the shop one jot."

Although no structural alterations could be made—because the shop was so old—Mr Burr says the new fittings have made a great difference. "The shop is twice as light and free."

"Customers are attracted by the displays, and the system—New Nordia—has greatly boosted impulse buying.

"Apart from the increase in new customers, our regulars are taking a different attitude. They used to dive in for something they wanted and dive out again . . . now they're staying to walk around and really look at the merchandise. This results in them buying more than they used to."

Enthusiasm of staff

And the staff are highly enthusiastic. For the first time the assistants are taking an active interest in preparing bright displays.

"I couldn't blame them for not being so enthusiastic before," says Mr Burr. "Everything was so cluttered up there wasn't much incentive to spend time on displays."

He considers that the flexible aspect of New Nordia is very useful, and has several units put aside to erect later.

A parallel experience comes from

W. N. Dollar Ltd of York Square, Grangemouth, Stirlingshire. Circumstances were different here—but the principle remains the same: a switch to modern layout and retailing methods has brought a marked rise in turnover.

Mr. P. J. Cottrell, a director of the company, reports that sales of baby food have increased five-fold, and nearly all other sections have shown an advance. And these results he firmly attributes to the switch from counter retailing to open-access presentation.

The impetus for modernisation came in the first place from necessity. W. N. Dollar formerly traded in Lumley Street, but the town council decided to demolish the street and replace it by a pedestrian precinct. Retailers there were given the opportunity to switch to more modern shops, and W. N. Dollar really turned the move to advantage, by completely revising their trading pattern and layout.

They have introduced an open-back glass frontage, and, behind it, an open floor area flanked by units of free-access shelves to encourage self-selection of certain lines—the baby foods already mentioned, for example.

Initial experience after the switch-over last autumn was that customers tended to move directly from the central front doorway to the small rear service counter and

WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS

Trade prices are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide.

Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. / = Insert.

| | | | | Trade | Tax | Retail | | | | | Trade | Tax | Retail | |
|-----------------------------------|--------|-------|-------|-------|-----|--------|---|-------|--------|------|-------|--------|--------|---|
| Minute Magic (385 DG) | | | | | | | eye and ear ointment | | | | | | | |
| 116cc | — | — | 14 6 | | | | 1% 3.5g | 1 | 6ea | — | — | 2 3 | | |
| Debut (366 DR & A) | | | | | | | old pack | | | | | | | D |
| Debut (366 Dendron) | | | | | | | Actifresh (1535 Phillips) | | | | | | | |
| .5 (247 Chanel) | | | | | | | aerosol 6½oz | 5 | 10ea | — | — | 8 9 | | |
| After bath oil spray 775 | — | — | 75 0 | | | | Agarol (1310 WW) | | | | | | | |
| Au de Cologne 1482 | — | — | 35 0 | | | | 170ml | 28 | 4 | 10 5 | — | 4 2 | | |
| 1483 | — | — | 55 0 | | | | 500ml | 64 | 10 | 23 9 | — | 9 5 | | |
| 1485 | — | — | 150 0 | | | | 2½l | 18 | 6ea | — | — | 24 8 | | D |
| 1486 | — | — | 260 0 | | | | 6oz, 14oz & 80oz. | | | | | | | |
| Au de toilette 1302 | — | — | 40 0 | | | | Agfa (16 A GL) | | | | | | | |
| 1303 | — | — | 63 0 | | | | films black & white | | | | | | | |
| 1304 | — | — | 110 0 | | | | Agfapan 1000 | | | | | | | |
| 1305 | — | — | 170 0 | | | | 35mm 36exp. | | | | | 13 6 | | I |
| Parfum de toilette | | | | | | | Agricare (969 Pfizer) existing entry | | | | | | | |
| Atomiser refill 500R | — | — | 55 0 | | | | Agricare (969 Pfizer) | | | | | | | |
| Perfume 207 | — | — | 79 0 | | | | Agricidin | 39 | 7ea | — | — | 49 1 | | |
| 209 | — | — | 87 6 | | | | ½ gal | 190 | 9ea | — | — | 236 3 | | |
| 200 | — | — | 130 0 | | | | 2½ gal | 9 | 5ea | — | — | 12 6 | | |
| 201 | — | — | 200 0 | | | | Agriclens aerosol 6oz | 7 | 6ea | — | — | 10 0 | | |
| spray refill 15R | — | — | 55 0 | | | | Agrimark aerosol 6oz | 7 | 6ea | — | — | 10 0 | | |
| Soap toilet (1) | — | — | 6 9 | | | | Agrimin bullets | | | | | | | |
| (3) | — | — | 20 0 | | | | cattle | 10 | 72 | 3ea | — | 85 0 | | |
| bath (3) | — | — | 30 0 | | | | sheep | 20 | 59 | 6ea | — | 70 0 | | |
| Alcum 6902 | — | — | 21 0 | | | | Dexavin | 100ml | 56 | 0ea | — | 84 0 | | |
| Bath oil 1391 | — | — | — | | | | Paslam | 50ml | 7 | 0ea | — | 10 6 | | |
| Day (705 Kirby) | | | | | | | pig and poultry wormer | | | | | | | |
| Dimmer treatment | 42 0 | 15 5 | 6 7 | | | | sachet | 48 | 81 | 10ea | — | 106 0 | | |
| 22 (247 Chanel) | | | | | | | Sevlam | 100ml | 20 | 0ea | — | 30 0 | | |
| Au de Cologne 1482 | — | — | 35 0 | | | | Sevlam P | 100ml | 34 | 0ea | — | 51 0 | | |
| 1483 | — | — | 55 0 | | | | Albamycin (1263 Upjohn) TS | | | | | | | |
| 1485 | — | — | 150 0 | | | | syrup | 100ml | 21 | 3ea | — | — | | |
| 1486 | — | — | 260 0 | | | | 2oz | — | — | — | — | — | | D |
| Au de toilette 1302 | — | — | 40 0 | | | | Albamycin T (1263 Upjohn) | | | | | | | |
| 1303 | — | — | 63 0 | | | | paediatric | 100ml | 13 | 8ea | — | — | | |
| 1304 | — | — | 110 0 | | | | 60ml | — | — | — | — | — | | D |
| 1305 | — | — | 170 0 | | | | Albert Culver (1437 ACC) | | | | | | | |
| Parfum de toilette | | | | | | | Get Set gel | | | | | | | |
| spray 500 | — | — | 85 0 | | | | New Dawn hair colour | | | | | | | D |
| refill 500R | — | — | 55 0 | | | | Albion (25 AS) | | | | | | | |
| Perfume 207 | — | — | 79 0 | | | | (distributors 1363 Alcos) | | | | | | | |
| 209 | — | — | 87 6 | | | | ichthammol soap | 11 | 6 | 4 2½ | — | 1 8 | | |
| 200 | — | — | 130 0 | | | | milk & sulphur soap | 11 | 6 | 4 2½ | — | 1 8 | | |
| 201 | — | — | 200 0 | | | | Albion (339 CG) | | | | | | | |
| spray refill 15R | — | — | 55 0 | | | | cotton wool | 1oz | 8 | 2 | — | 1 1 | | |
| Soap toilet (1) | 3001 | — | 6 9 | | | | 2oz | 12 | 10 | — | — | 1 8 | | |
| (3) | — | — | 20 0 | | | | 4oz | 21 | 2 | — | — | 2 5 | | |
| bath (3) | — | — | 30 0 | | | | 16oz | 5 | 7ea | — | — | 7 2 | | |
| Alcum 6902 | — | — | 21 0 | | | | 8oz | 36 | 5 | — | — | 4 0 | | |
| Al (1113 S & B) | | | | | | | 16oz | 5 | 2ea | — | — | 6 10 | | |
| Au de Cologne | | | | | | | paper wrapped | | | | | | | |
| original shape | | | | | | | Albucid (187 BS) †s4B | | | | | | | |
| No. 810 | — | — | 140 0 | | | | eye drops 10% | 10ml | 48 | 0 | — | 6 0 | | |
| No. 811 | — | — | 87 0 | | | | 20% | 10ml | 49 | 0 | — | 6 2 | | |
| No. 812 | — | — | 63 0 | | | | 30% | 10ml | 52 | 0 | — | 6 6 | | |
| No. 9119 | — | — | 40 0 | | | | old packs | | | | | | | D |
| No. 815 | — | — | 26 6 | | | | Albustix (843 ML) | | | | | | | |
| No. 816 | — | — | 14 3 | | | | reagent strips | 50 | 50 | 0 | — | 6 3 | | |
| No. 554 | — | — | 45 0 | | | | Aldis (1027 Rank) | | | | | | | |
| decanter No. 843 | — | — | 7 11 | | | | cine cameras | | | | | | | |
| leodorant roll-on | — | — | 6 9 | | | | 815 | — | — | — | — | 1199 0 | | |
| aerosol | — | — | 7 11 | | | | 816 | — | — | — | — | 1399 0 | | |
| stick | — | — | 6 11 | | | | slide projectors | | | | | | | |
| hand cream No. 9122 | — | — | 7 6 | | | | Trulite 180 with 10cm | | | | | | | |
| ce Cologne flow on | — | — | 6 6 | | | | lens | — | — | — | — | 413 9 | | |
| natt cream tube | — | — | — | | | | 2000 semi-auto with | | | | | | | |
| No. 9112 | — | — | 2 6 | | | | 8.5cm lens | — | — | — | — | 550 0 | | |
| No. 5055/9111 | — | — | 4 6 | | | | 10cm lens | — | — | — | — | 600 0 | | |
| oap (1) No. 8859 | — | — | 4 6 | | | | 2000 automatic with | | | | | | | |
| olid Cologne No. 230 | — | — | 7 6 | | | | 10cm lens | — | — | — | — | 833 0 | | |
| alcum No. 5316 | — | — | 6 0 | | | | 2000 auto de luxe with | | | | | | | |
| perfumed No. 9121 | — | — | 9 6 | | | | 10cm lens | — | — | — | — | 953 0 | | |
| Asin (97 Bayer) †s4B | | | | | | | Mini with 5cm lens | — | — | — | — | 520 11 | | |
| tablets 100 | 12 0ea | 4 5ea | 22 5 | | | | 8.5cm lens | — | — | — | — | 479 6 | | |
| Unda (385 DG) | | | | | | | slide projector Q.I.12 | — | — | — | — | 499 6 | | |
| ream 14cc | — | — | 16 0 | | | | electronic flash gun | — | — | — | — | 199 0 | | |
| 55cc | — | — | 49 6 | | | | Trulite 300 | — | — | — | — | — | | D |
| etest (843 ML) | | | | | | | Q. I'50 | — | — | — | — | — | | D |
| reagent tablets 100 | 51 0 | — | 6 4 | | | | 1000 semi auto | — | — | — | — | — | | D |
| Chromycin (746 Lederle) TS | | | | | | | Allay (430 Eucryl) | | | | | | | |
| ointment 3% 25g | 3 0ea | — | 4 6 | | | | Allcock's (31 AP) | | | | | | | |
| ½oz & 1oz | — | — | — | | | | (distributors 366 DR & A) | | | | | | | D |
| | | | | | | | (distributors 1377 R & A) | | | | | | | I |
| | | | | | | | Allercur (1479 SCL) †s7 | | | | | | | |
| | | | | | | | ointment 20g | 2 | 4ea | — | — | 3 5 | | |
| | | | | | | | syrup 100ml | 4 | 8ea | — | — | 6 9 | | |
| | | | | | | | tablets 20mg | 20 | 2 10ea | — | — | 4 3 | | |
| | | | | | | | 100 | 13 | 0ea | — | — | 18 11 | | |
| | | | | | | | Altilev (1176 Squibb) †s4B | | | | | | | |
| | | | | | | | tablets 10mg | 100 | 10 8ea | — | — | 16 0 | | |
| | | | | | | | 500 | 47 | 0ea | — | — | 70 6 | | |
| | | | | | | | 25mg | 100 | 21 4ea | — | — | 32 0 | | |
| | | | | | | | 500 | 94 | 0ea | — | — | 141 0 | | |
| | | | | | | | Alubarb (901 Norton) †s4A | | | | | | | |
| | | | | | | | (distributors 1545 Vestric) | | | | | | | |
| | | | | | | | tablets dp100 | 6 | 0ea | — | — | — | | |
| | | | | | | | dp500 | 20 | 0ea | — | — | — | | |
| | | | | | | | Alupent (145 B) † | | | | | | | |
| | | | | | | | (distributors 501 Geigy) | | | | | | | |
| | | | | | | | syrup 150ml | 6 | 2ea | — | — | 9 3 | | |
| | | | | | | | 120ml | — | — | — | — | — | | D |
| | | | | | | | Amplex (67 Ashe) | | | | | | | |
| | | | | | | | tablets clinical 1000 | | | | | | | D |
| | | | | | | | Anaderm (705 Kirby) | | | | | | | |
| | | | | | | | pile ointment | 19 | 0 | 6 11 | — | 3 0 | | |
| | | | | | | | Anadin (655 ICC) | | | | | | | |
| | | | | | | | tablets | 8 | 9 5 | 3 6 | — | 1 4 | | |
| | | | | | | | Analgin (901 Norton) †DDI | | | | | | | |
| | | | | | | | | | | | | | | |

| | Trade | Tax | Retail | | Trade | Tax | Retail | | Trade | Tax | Retail | | |
|---|-----------|-------|--------|--|-----------|--------------------|--------------------|----------------------------------|--|--------|--------|-------|-------|
| hand and body lotion | | | | balsam of glycerine, lemon and honey (Beehive) | 100ml | 18 9 | 6 10 $\frac{1}{2}$ | 3 0 | Benylin (938 PD)†s7 | | | | |
| hot water bottles | | | | 200ml | 36 0 | 13 2 $\frac{1}{2}$ | 6 0 | | 125ml | 32 0 | 12 0 | 5 0 | |
| with handle | 2013 | 54 0 | — | bronchial emulsion | 200ml | 30 0 | 11 0 | 4 9 | 500ml | — | — | — | |
| double ribbed | 2012 | 56 0 | — | 200ml | 30 0 | 11 0 | 4 9 | Benzets (901 Norton) | | | | | |
| large | 2014 | 62 0 | — | burn cream | 20 0 | — | 2 9 | (distributors 1545 Vestric) | | | | | |
| lipstick quartet | 441 | 11 4 | 6 0 | chilblain ointment† | 16 0 | 5 10 $\frac{1}{2}$ | 2 6 | lozenges | dp15 | 15 0 | — | — | |
| liquid make-up | 225 | 20 8 | 11 1 | 50 | 20 0 | — | 2 6 | Beplete (1352 Wyeth) †s4A | | | | | |
| moisturising cream | 28 | 29 0 | 15 6 | children's cough syrup | 60ml | 17 7 | 6 5 | 3 0 | elixir | 150ml | 54 0 | — | 6 0 |
| shampoo's | | | | | | | | | 4oz | — | — | — | |
| egg and lemon | 16 2 | 5 9 | 2 6 | cold-sore lotion | 12 5 | 4 7 | 2 0 | Beplex (1352 Wyeth) | | | | | |
| children's | 31 9 | 11 4 | 4 11 | corn & wart paint | 12 5 | 4 7 | 2 0 | elixir | 150ml | 54 0 | — | 6 0 | |
| lemon cream | 25 3 | 9 1 | 3 11 | earache drops | 15 0 | 5 6 | 2 6 | 4oz | — | — | — | — | |
| triple pack | 44 8 | 16 0 | 6 11 | eau de Cologne | 5oz | 20 0 | 11 0 | Berex (31 AP) | | | | | |
| talcum | 30 | 23 1 | 12 5 | lanolin (toilet) | 18 0 | 9 11 | 3 0 | Berex (1377 R & A) | | | | | |
| perfumed | 26 | 29 0 | 15 6 | malt extract | 11b | 32 0 | — | 4 0 | | | | | |
| Asmal (901 Norton) †s4A | | | | with c.l.o. | 11b | 33 5 | — | 4 3 | | | | | |
| (distributors 1545 Vestric) | | | | penicillin VK TS | | | | | | | | | |
| tablets | dp100 | 6 0ea | — | mixture 125mg/5ml | | | | | | | | | |
| dp500 | 24 0ea | — | — | 100ml | 49 6 | — | — | — | | | | | |
| Aspellin (1023 Radiol) existing entry | | | | 250mg/5ml | 100ml | 96 0 | — | — | Better Off (385 DG) | | | | |
| Aspellin (1023 Radiol) | | | | 100ml | 18 10ea | — | — | — | for the face | 30g | — | 16 0 | |
| aspirin spirit liniment | | | | 250 | 45 10ea | — | — | — | for the legs | 115g | — | 13 9 | |
| 100ml | 50 0 | — | 6 3 | 500 | 90 10ea | — | — | | | | | | |
| 450ml | 12 0ea | — | 18 0 | 1000 | 180 0ea | — | — | Bidormal (34 A & H) | | | | | |
| 2l | 50 0ea | — | 75 0 | sore throat tablets | 50 | 14 5 | 5 3 $\frac{1}{2}$ | 2 3 | Bio (1400 PBI) | | | | |
| Aspro (893 Nicholas) | | | | sulphur & yeast tablets | 13 0 | 14 5 | 4 9 | 2 0 | baby bio | 2oz | 1 2ea | — | 1 9 |
| soluble tablets | 24 | 24 9 | 8 5 | Azostix (843 ML) | | | | | plant food | 16oz | 3 0ea | — | 4 6 |
| general purpose blocks | | | | reagent strips | 25 | 51 9ea | — | 77 7 | 1qt | 6 4ea | — | — | 9 6 |
| Channel | — | — | — | Baby Life (1499 BLP) | | | | | 1gal | 19 0ea | — | — | 28 6 |
| bubble pack blocks | — | — | 1 9 | bibs and feeders | No.1 | 10 6 | — | 1 3 | 5gal | — | — | — | — |
| Freesia | — | — | 1 9 | No.2 | 13 3 | — | — | 1 8 | compost maker | | | | |
| D/A toilet blocks | — | — | — | No.3 | 32 0 | — | — | 4 0 | baby bio potting com- | | | | |
| aerosols | — | — | 2 6 | No.4 | 16 3 | — | — | 2 0 | post | No.1 | 2 0ea | — | 3 0 |
| Freesia super house- | — | — | — | No.5 | 22 3 | — | — | 2 9 | No.2 | 5 0ea | — | 7 6 | |
| hold | — | — | — | No.6 | 19 0 | — | — | 2 3 | No.3 | 8 8ea | — | 13 0 | |
| Nice'n Fresh bathroom | — | — | 5 6 | No.7 | 28 0 | — | — | 3 6 | seed and cutting | No.1 | 2 0ea | — | 3 0 |
| Apple Blossom | — | — | — | No.8 | 24 0 | — | — | 2 11 | compost | No.2 | 5 0ea | — | 7 6 |
| Astral (509 Gibbs) | | | | No.9 | 19 0 | — | — | 2 3 | No.3 | 8 8ea | — | 13 0 | |
| cream | family | 43 5 | 23 11 | No.10 | 17 3 | — | — | 2 3 | | | | | |
| hp. | 99 3 | 54 7 | 16 0 | No.11 | 33 3 | — | — | 4 3 | Bioglan-M/Q (127 Bioglan) †s4B | | | | |
| Atkinson & Barker's (88 RB&S) | | | | No.12 | 29 0 | — | — | 3 6 | tablets | 6 | 24 0 | — | 3 0 |
| Atkinson & Barker's (1418 Strenol) | | | | No.13 | 30 11 | — | — | 3 9 | 50 & 100 | — | — | — | — |
| infants preservative | 16 2 | 5 11 | 2 6 | No.14 | 43 9 | — | — | 5 6 | Biovital (1023 Radiol) | | | | |
| Atkinsons (76 Atkinson) | | | | No.15 | 19 6 | — | — | 2 5 | vitamin tonic | 325ml | 160 0 | — | 20 0 |
| English lavender | 21cc | 52 1 | 27 11 | No.16 | 32 0 | — | — | 3 11 | Bisks (1530 Fisons) | | | | |
| 41cc | 84 11 | 45 6 | 14 5 | No.17 | 59 9 | — | — | 7 6 | chocolate biscuits | 17 3 | 3 10 | 2 2 | |
| 82cc | 155 8 | 83 6 | 26 5 | No.18 | 33 0 | — | — | 4 0 | Swedish crisp bread 3 $\frac{1}{2}$ oz | 39 8 | — | 2 0 | |
| 143cc | 237 2 | 127 2 | 40 3 | No.19 | 53 0 | — | — | 6 6 | (2 doz) | — | — | — | |
| 317cc | 447 11 | 240 2 | 76 0 | No.20 | 96 0 | — | — | 12 0 | Bisma Calna (211 Butler) | | | | |
| 654cc | 854 6 | 458 3 | 145 0 | old range | — | — | — | — | cream | 500ml | 60 0 | — | 7 6 |
| soap bath | 31 3 | 11 2 | 4 10 | cotton wool | 16oz | 37 0 | — | 4 3 | 2l | 17 6ea | — | 26 3 | |
| talcum powder | 43 8 | 23 5 | 7 5 | Band-Aid (672 Johnson) | | | | | | | | | |
| Gold Medal eau de | | | | elastic plasters | | | | | Blake's (135 TB) | | | | |
| Cologne | 41cc | 84 11 | 45 6 | wallets | 10 8 | — | — | 1 3 | witch hazel cream | 50g | 25 8 | 9 5 | 4 0 |
| 82cc | 155 8 | 83 6 | 26 5 | 1 $\frac{1}{2}$ in x 1yd strip | 22 8 | — | — | 2 8 | Blisteze (366 DR & A) | | | | |
| 143cc | 237 2 | 127 2 | 40 3 | 2 $\frac{1}{2}$ in x 1yd strip | 31 2 | — | — | 3 8 | Blisteze (366 Dendron) | | | | |
| 317cc | 447 11 | 240 2 | 76 0 | 6in strip | 5 8 | — | — | 8 8 | Bois des Iles (247 Chanel) | | | | |
| 654cc | 854 6 | 458 3 | 145 0 | washproof plasters | | | | | eau de Cologne | 1482 | — | — | 35 0 |
| watch flask | 20cc | 47 2 | 25 4 | wallets | 10 8 | — | — | 1 3 | 1483 | — | — | — | 55 0 |
| soap toilet | 21 0 | 7 6 | 3 3 | small assorted | 16 4 | — | — | 1 11 | 1485 | — | — | — | 150 0 |
| bath | 31 3 | 11 2 | 4 10 | medium assorted tin | 25 6 | — | — | 3 0 | 1486 | — | — | — | 260 0 |
| talcum powder | 43 8 | 23 5 | 7 5 | large assorted tin | 34 0 | — | — | 4 0 | eau de toilette | 1302 | — | — | 40 0 |
| Atlas (1233 Thorn) | | | | economy | 42 6 | — | — | 5 0 | 1303 | — | — | — | 63 0 |
| photographic lamps | | | | medium strips tin | 25 6 | — | — | 3 0 | 1304 | — | — | — | 110 0 |
| P1/1 | — | — | 3 2 | large strips tin | 34 0 | — | — | 4 0 | 1305 | — | — | — | 170 0 |
| P1/2 | — | — | 7 10 | Bandbox (67 Ashe) | | | | | perfume | 207 | — | — | 79 0 |
| P1/6 | — | — | 14 8 | brilliantine | 2oz | — | — | — | 209 | — | — | — | 87 6 |
| P1/8 | — | — | 77 9 | shampoo almond oil | 1oz & 3oz | — | — | — | 200 | — | — | — | 130 0 |
| P1/9 | — | — | 61 11 | loz & 3oz | — | — | — | — | 201 | — | — | — | 200 0 |
| P1/11 | — | — | 93 5 | wave set small | — | — | — | — | soap toilet | 3001 | — | — | 6 9 |
| P1/12 | — | — | 72 6 | Barbidex (894 Nicholas) | | | | | 3 | 3002 | — | — | 20 0 |
| P1/13 | — | — | 52 2 | cleaning fluid | small | 23 9 | — | 2 10 | bath | 3004 | — | — | 10 0 |
| P1/15 | — | — | 82 6 | large | 54 0 | — | — | 6 7 | 3 | 3005 | — | — | 30 0 |
| P2/1 | — | — | 22 10 | 1 gal | 28 0ea | — | — | 42 0 | talcum | 6902 | — | — | 21 0 |
| P2/4 | — | — | 18 2 | Becosed (901 Norton) †s4A | | | | | Boltac (1400 PBI) | | | | |
| P2/5 | — | — | 18 2 | (distributors 1545 Vestric) | | | | | medium | 2 4ea | — | — | 3 6 |
| P2/6 | — | — | 61 11 | elixir | 500ml | 10 0ea | — | — | small | — | — | — | — |
| P2/7 | — | — | 103 4 | 2l | 34 0ea | — | — | — | Bonomint (1037 Reckitt) | | | | |
| P2/8 | — | — | 93 5 | 16oz & 80oz | — | — | — | — | 6 | 8 10 | 3 1 | 1 4 | |
| P2/10 | — | — | 101 10 | Beecham's (104 BP) | | | | | 16 | 18 5 | 6 5 | 2 9 | |
| P2/12 | — | — | 103 4 | powders + hot lemon | 6 28 4 | 10 5 | 3 11 | Bornolin (115 Bengue) | | | | | |
| Atoi (76 Atkinson) | | | | Beedi Bands (1369 RMC) | | | | | ointment | 500g | 14 9ea | — | — |
| parfum de toilette | 110 11 | 59 6 | 18 10 | hair decoration | | | | | 11b | — | — | — | |
| parfum mist aerosol | 146 4 | 78 6 | 24 10 | medium | — | — | 3 11 | Bragg's (162 Bragg) | | | | | |
| perfume purse size | 61 5 | 32 11 | 10 5 | large | — | — | 4 6 | biscuits | 6 $\frac{1}{2}$ oz | 51 0 | — | 3 4 | |
| mignon | 107 7 | 57 8 | 18 3 | 3-row | — | — | 9 11 | 13oz | 35 10 | — | — | 6 0 | |
| demi flacon | 196 11 | 105 7 | 33 5 | 5-row | — | — | 16 11 | 26oz | 105 5 | — | — | 11 4 | |
| talcum powder | 49 7 | 26 7 | 8 5 | Bellair (109 BCL) | | | | dog biscuits | 7oz | 15 9 | — | 1 9 | |
| toilet soap | 21 6 | 7 8 | 3 4 | deodorant "all day" | | | | 14oz | 26 3 | — | — | 2 11 | |
| Atromid S (649 ICI) | | | | aerosol | 80g | 23 0 | 12 8 | 4 3 | 71b | 134 3 | — | 14 11 | |
| capsules | 250mg | — | — | spray | 75cc | 15 3 | 8 3 | 2 9 | powder | 10oz | 55 10 | — | 6 0 |
| Auraltone (1295 Wade) † | | | | hair spray aerosol | 80g | 19 0 | 10 6 | 3 6 | tablets | 50 | 17 10 | — | 1 11 |
| Aureomycin (746 Lederle) TS | | | | 205g | 32 0 | 17 7 | 6 0 | | 100 | 28 8 | — | 3 1 | |
| ointment 3% | 25g | 3 0ea | — | Pink Rose | | | | | 250 | 62 9 | — | 6 9 | |
| ophthalmic ointment | 1oz & 1oz | — | — | bath cubes | 2 7 | 1 5 | — | 6 | Brandreth's, Dr. (31 AP) | | | | |
| 3.5g | 1 6ea | — | 2 3 | talcum | 80g | 13 6 | 7 5 | 2 6 | (distributors 366 DR & A) | | | | |
| old pack | — | — | — | Beltona (112 BL) | | | | | (distributors 1377 R & A) | | | | |
| Avena (1480 Izal) | | | | Beltona (800 TM) | | | | | Breze (607 Hilston) | | | | |
| bath crystals | 16oz | 20 0 | 10 2 | Bemax (103 Beecham) | | | | | sheep wash | 1gal | 13 6ea | — | 18 0 |
| (2doz) | | | | 10oz | 35 11 | — | — | 3 9 | 5gal | 52 6ea | — | — | 70 0 |
| Avrogl (1281 Vincent) | | | | 20oz | 33 2 | — | — | 6 11 | 1gal | 18 0ea | —</ | | |

| | Trade | Tax | Retail | |
|-------------------------------------|--------|---------|--------|------|
| nnley (194 Bronnley) existing entry | | | | D |
| nnley (194 Bronnley) | | | | |
| fter bath Cologne | | | | |
| 0731 | — | — | 3 7 | |
| 0735 | — | — | 8 9 | |
| 0738 | — | — | 12 9 | |
| aby lotion | | | | |
| 0270 | — | — | 5 0 | |
| powder | | | | |
| 0277 | — | — | 4 3 | |
| soap | | | | |
| 0132 | — | — | 3 0 | |
| ath ball | | | | |
| 0108 | — | — | 13 0 | |
| ath crystals | | | | |
| 0074; 0402 | — | — | 11 0 | |
| 0438 | — | — | 12 0 | |
| cubes | | | | |
| 0066 | — | — | 1 0 | |
| essence | | | | |
| 0928 | — | — | 13 0 | |
| ath sachets | | | | |
| 0070 | — | — | 1 0 | |
| ubble bath oil | | | | |
| 0721 | — | — | 3 5 | |
| 0725 | — | — | 8 7 | |
| 0728 | — | — | 12 0 | |
| and lotion | | | | |
| 0704 | — | — | 3 3 | |
| 0705 | — | — | 7 7 | |
| 0708 | — | — | 10 7 | |
| appy Hands | | | | |
| 6408 | — | — | 5 6 | |
| bath day | | | | |
| 6409 | — | — | 5 8 | |
| oney & flowers | | | | |
| 0245 | — | — | 8 9 | |
| ponica | | | | |
| ubble bath | | | | |
| Cologne | | | | |
| skin balm | | | | |
| soap | | | | |
| alcum | | | | |
| ap | | | | |
| antiseptic | | | | |
| 0146 | — | — | 2 9 | |
| beauty visitors | | | | |
| 0061 | — | — | 2 0 | |
| 0062 | — | — | 3 0 | |
| country herbs | | | | |
| 0143 | — | — | 6 0 | |
| export de luxe | | | | |
| 0112 | — | — | 4 7 | |
| emon toilet | | | | |
| 6122 | — | — | 2 9 | |
| soap on a rope | | | | |
| 6136 | — | — | 8 7 | |
| bath | | | | |
| 0613 | — | — | 5 0 | |
| soap on a rope | | | | |
| 0619 | — | — | 11 0 | |
| pre-makeup | | | | |
| 0523 | — | — | 2 9 | |
| sponge | | | | |
| 0109 | — | — | 9 7 | |
| turtle oil toilet | | | | |
| 0642 | — | — | 2 3 | |
| bath | | | | |
| 0643 | — | — | 3 9 | |
| in plastic container | | | | |
| 1643 | — | — | 4 9 | |
| visitors | | | | |
| 0641 | — | — | 1 7 | |
| alcum | | | | |
| 0711 | — | — | 3 0 | |
| 0715 | — | — | 6 0 | |
| 0718 | — | — | 8 7 | |
| ntussin (1097 Sandersons) | | | | |
| ough suppressant 3oz | 33 0 | — | 4 0 | |
| 6oz | 57 0 | — | 7 0 | |
| oklax (1037 Reckitt) | | | | |
| 6 | 8 10 | 3 1 | 1 4 | |
| 18 | 18 5 | 6 5 | 2 9 | |
| nitex (1113 S & B) | | | | |
| ampoo bottle 80cc | 26 6 | 8 10 | 3 9 | |
| sachets | — | — | — | D |
| caline Berna (1556 Farillon) | | | | |
| blets | 7 | 52 0 | 19 0 | 8 1 |
| tercup (430 Eucryl) | | | | |
| rup | 29 10 | 10 11 | 4 3 | |
| rup | 40 0 | 14 8 | 5 9 | |
| rup | 20 0 | 7 4 | 2 10 | |
| med | 30 0 | 11 0 | 4 4 | |
| large | 42 0 | 15 5 | 6 0 | |
| flexen (211 Butler) | | | | |
| 6oz | — | — | — | D |
| amep (705 Kirby) | | | | D |
| ifornian Poppy (76 Atkinson) | | | | |
| erfume | 16 8 | 8 11 | 2 10 | |
| standard | 25 1 | 13 5 | 4 3 | |
| erfumed Cologne | 45 2 | 24 3 | 7 8 | |
| alcum powder | 22 7 | 12 1 | 3 10 | |
| sept (901 Norton) | | | | |
| istributors 1545 Vestric) | | | | |
| 500ml | 8 0ea | — | — | |
| 2l | 30 0ea | — | — | |
| 4oz, 16oz & 80oz | — | — | — | D |
| inon (224 Cannon) | | | | |
| p, disc and teat set | 12 0 | — | 1 6 | |
| rser teat pack | 20 0 | — | 2 6 | |
| rother all rubber | 16 0 | — | 2 0 | |
| til (824 MCP) | | | | |
| blets | — | — | — | |
| with phenobarbitone | | | | |
| †S4A | 50 | 19 10ea | 7 3ea | 37 0 |
| roseum (747 Leo) | | | | D |
| inelli (226 CBP) | | | | |
| elashes | | | | |
| ub spiky underlashes | 68 0 | 37 3 | 12 0 | |
| mil (657 IL)†DDI | | | | |
| arrhoea mixture | 50ml | 24 1 | 8 10 | 3 9 |
| 3oz | — | — | — | D |
| nate (365 Demuth) | | | | |
| istributors 366 DR & A) | | | | D |
| istributors 1377 R & A) | | | | I |
| K-Sal (930 P & B) | | | | D |
| ogen (385 DG) | | | | |
| eam | 30cc | — | 25 0 | |
| 55cc | — | — | 38 0 | |
| nd cream | 30cc | — | 13 6 | |
| 55cc | — | — | 21 0 | |

| | Trade | Tax | Retail | |
|---------------------------------|---------|---------|--------|--------|
| Centyl (747 Leo) | | | | |
| injection | — | — | — | D |
| tablets 2.5mg | 25 | — | — | D |
| tablets 5mg | 25 | — | — | D |
| tablets with reserpine | — | — | — | D |
| Ceporex (518 Glaxo) T5 | | | | |
| capsules 250mg | 20 | 75 Oea | 112 6 | |
| 100 | 360 Oea | — | 540 0 | |
| 500mg | 20 | 147 6ea | 221 3 | |
| 100 | 710 Oea | — | 1065 0 | |
| 75 Oea | — | — | 112 6 | |
| syrup 250mg/5ml 100ml | 75 Oea | — | — | |
| Certor (786 MacDonald) | | | | |
| badges w.o.w. | | | | |
| 1in x 4yd | 4 3 | — | — | |
| 2in x 4yd | 6 11 | — | — | |
| 3in x 4yd | 9 8 | — | — | |
| 4in x 4yd | 12 6 | — | — | |
| hospital quality | | | | |
| 1in x 4yd | 2 3 | — | — | |
| 1½in x 4yd | 3 4 | — | — | |
| 2in x 4yd | 4 4 | — | — | |
| 2½in x 4yd | 5 4 | — | — | |
| 3in x 4yd | 6 6 | — | — | |
| 4in x 4yd | 8 3 | — | — | |
| 6in x 4yd | 12 9 | — | — | |
| bandage triangular | 19 4 | — | — | |
| capsicum tissue | | | | |
| 1oz | 20 3 | — | — | |
| 2oz | 35 5 | — | — | |
| 4oz | 66 11 | — | — | |
| capsicum wool | | | | |
| 1oz | 17 11 | — | — | |
| 2oz | 30 6 | — | — | |
| 4oz | 57 6 | — | — | |
| cellulose tissue | 16oz | 60 0 | — | |
| cellulose wadding | | | | |
| 16oz | 36 0 | — | — | |
| cotton wool absorbent | | | | |
| ½oz | 7 0 | — | — | |
| 1oz | 9 5 | — | — | |
| 2oz | 15 6 | — | — | |
| 4oz | 26 3 | — | — | |
| 16oz | 87 6 | — | — | |
| hospital quality | | | | |
| 1oz | 8 2 | — | — | |
| 2oz | 12 8 | — | — | |
| 4oz | 21 3 | — | — | |
| 8oz | 44 0 | — | — | |
| 16oz | 67 6 | — | — | |
| gauze plain | | | | |
| 1yd | 42 2 | — | — | |
| 3yd | 31 2 | — | — | |
| 6yd | 56 11 | — | — | |
| 12yd | 110 6 | — | — | |
| hospital wrapped | 6yd | 27 0 | — | |
| unwrapped | 6yd | 26 3 | — | |
| unsterilised | 25yd | 65 4 | — | |
| (½ doz) | — | — | — | |
| gauze ribbon | | | | |
| ½in x 6yd | 10 11 | — | — | |
| 1in x 6yd | 13 0 | — | — | |
| gauze tissue | | | | |
| 2oz | 16 10 | — | — | |
| 4oz | 30 3 | — | — | |
| 8oz | 55 6 | — | — | |
| 8oz | 55 6 | — | — | |
| 16oz | 104 0 | — | — | |
| lint boric | | | | |
| ½oz | 9 10 | — | — | |
| 1oz | 14 10 | — | — | |
| 2oz | 26 0 | — | — | |
| 4oz | 47 10 | — | — | |
| 16oz | 173 9 | — | — | |
| plain | | | | |
| ½oz | 9 6 | — | — | |
| 1oz | 14 1 | — | — | |
| 2oz | 25 0 | — | — | |
| 4oz | 45 0 | — | — | |
| 16oz | 162 6 | — | — | |
| multiple pack dressing | | | | |
| No. 1 | 42 2 | — | — | |
| No. 2 | 85 10 | — | — | |
| zinc oxide spoils | | | | |
| ½in x 1yd | 6 0 | — | — | |
| 1in x 1yd | 8 9 | — | — | |
| ½in x 3½yd | 14 8 | — | — | |
| 1in x 3½yd | 21 6 | — | — | |
| ½in x 5yd | 19 9 | — | — | |
| 1in x 5yd | 29 0 | — | — | |
| 2in x 5yd | 49 6 | — | — | |
| 3in x 5yd | 66 6 | — | — | |
| ½in x 10yd | 29 0 | — | — | |
| 1in x 10yd | 45 9 | — | — | |
| Cerumol (718 LAB)† | | | | |
| eardrops approx 11ml | 36 0 | — | 4 0 | |
| 55ml | 77 0 | — | 8 7 | |
| 2oz | — | — | — | D |
| Cetrim (1024 Raimes) | | | | |
| antiseptic cream | 4oz | 40 0 | 14 8 | 6 3 |
| Chanel (247 Chanel) | | | | |
| rouge d'orient | 7543R | — | — | 15 0 I |
| for men | — | — | — | |
| after shave | 4oz | — | — | 39 6 |
| Cologne | 4oz | — | — | 50 0 |
| Chantage (76 Atkinson) | | | | |
| parfum de toilette | 110 11 | 59 6 | 18 10 | |
| parfum mist aerosol | 146 4 | 78 6 | 24 10 | |
| perume purse size | 61 5 | 32 11 | 10 5 | |
| mignon | 107 7 | 57 8 | 18 3 | |
| demi flacon | 196 11 | 105 7 | 33 5 | |
| talcum powder | 49 7 | 26 7 | 8 5 | |
| toilet soap | 21 6 | 7 8 | 3 4 | |
| Charco-lax (698 Keswick) | | | | |
| tablets | 74 0 | 27 0 | 12 0 | |
| 41 0 | 15 0 | 6 6 | 6 6 D | |
| Cheroline (1329 White) | | | | |
| cough linctus | 20 0 | 7 4 | 3 0 | |

| | Trade | Tax | Retail | |
|----------------------------------|--------|------|--------|-----|
| Cherub (366 DR & A) | | | | D |
| Cherub (1377 R & A) | | | | I |
| Chloresium (67 Ashe) | | | | D |
| ointment 1oz | — | — | — | |
| Chloromycetin (938 PD) T5 | | | | |
| palmitate suspension | | | | |
| 100ml | 10 6ea | — | 15 9 | |
| 60ml | — | — | — | D |
| Christy (261 Christy) | | | | |
| lanolin face pack | | | | |
| sachet | 9 9 | 5 5 | 1 8 | |
| tube | 20 6 | 11 3 | 3 6 | |
| emulsion | | | | |
| 2oz | 20 11 | 7 8 | 3 3 | |
| tube | 20 11 | 7 8 | 3 3 | |
| Citanest (68 Astra) | | | | |
| with adrenaline 1-200,000 | | | | |
| 1.5% 20ml 5 & 50ml | — | — | — | D |
| Clinistix (843 ML) | | | | |
| reagent strips | 50 | 46 0 | — | 5 9 |
| Clinitest (843 ML)† | | | | |
| pocket set | 84 0 | — | 10 6 | |
| refill tablets | 29 0 | — | 3 7 | |
| Clinitetrin | | | | |

| | Trade | Tax | Retail |
|--|-------|-------|--------|
| Cremor Rusci Co (78 A5 & Co) | | | |
| 500g 15 Oea | — | — | — |
| Creo Terpin (78 A5 & Co) †DD1 | | | |
| 500ml 15 Oea | — | — | — |
| 2l 50 Oea | — | — | — |
| Croxax (324 Crookes) | | | D |
| Crystapen V (518 Glaxo) | | | |
| suspension 125mg/5ml 60ml | — | — | D |
| syrup 62.5mg/5ml 60ml | — | — | D |
| 125mg/5ml 60ml | — | — | D |
| Cuir de Russie (247 Chanel) | | | |
| eau de Cologne 1482 | — | — | 35 0 |
| 1483 | — | — | 55 0 |
| 1485 | — | — | 150 0 |
| 1486 | — | — | 260 0 |
| eau de toilette 1302 | — | — | 40 0 |
| 1303 | — | — | 63 0 |
| 1304 | — | — | 110 0 |
| 1305 | — | — | 170 0 |
| perfume 207 | — | — | 79 0 |
| 209 | — | — | 87 6 |
| 200 | — | — | 130 0 |
| 201 | — | — | 200 0 |
| soap toilet (1) 3001 | — | — | 6 9 |
| (3) 3002 | — | — | 20 0 |
| bath (3) 3005 | — | — | 30 0 |
| talcum 6902 | — | — | 21 0 |
| Cupal (333 Cupal) | | | |
| sulphur and treacle 2l 0 | — | — | 2 6 |
| Curicones (67 Ashe) | | | D |
| Cussons (338 Cussons) | | | |
| cold cream soap | | | |
| toilet 2518 10 7 | 3 9½ | 1 5 | |
| bath 2400 16 11 | 6 0½ | 2 3 | |
| Imperial Leather | | | |
| soap toilet 10 7 | 3 9½ | 1 5 | |
| bath 16 11 | 6 0½ | 2 3 | |
| giant 24 5 | 8 8½ | 3 3 | |
| Cutipen (485 Fulford) | 31 7 | 17 4 | 5 5 |
| Cyclonal (971 P5M8) †s4A | | | |
| sodium ampoules 1g | | | |
| 0.5g 25 66 8ea | — | — | 100 0 |
| 25 | — | — | — |
| Cygnat (705 Kirby) | | | I |
| iron and yeast tablets 80 | 26 0 | 9 6 | 4 1 |
| Dabitoff (430 Eucryl) | 27 0 | — | 3 0 |
| Daisy (430 Eucryl) | | | D |
| powders all sizes | | | |
| tablets 130 size | | | |
| tablets 24 19 0 | 6 11½ | 2 9 | |
| 48 35 0 | 12 10 | 5 0 | |
| Dakins (1351 WLU) | | | |
| soap carnation, sandal-wood, muguet, fern 38 7 | 14 2 | 6 0 | |
| Dalacin C (1263 Upjohn) †s | | | I |
| capsules 75mg 16 15 Oea | — | — | — |
| 100 90 Oea | — | — | — |
| 500 444 6ea | — | — | — |
| 150mg 16 28 Oea | — | — | — |
| 100 168 Oea | — | — | — |
| 500 830 Oea | — | — | — |
| Dalivits (705 Kirby) | | | |
| tablets 15 26 0 | — | 3 3 | |
| Daonil (614 Hoechst) | | | |
| tablets 100 66 Oea | — | 99 0 | |
| 500 330 Oea | — | 495 0 | |
| Davenol (1352 Wyeth) †s7DD1 | | | |
| linctus 150ml 54 0 | — | 6 0 | |
| 4oz | — | — | D |
| D.D.D. (359 DDD) | | | D |
| (distributors 366 DR & A) | | | |
| (distributors 366 Dendron) | | | |
| Delafine (1480 Izal) | | | |
| bath crystals 22oz 10 10 | 5 6 | 1 10 | |
| 46oz 20 7 | 10 6 | 3 6 | |
| salts 17oz 15 6 | 7 11 | 2 8 | |
| toilet water eau de Cologne or lavender 210cc | 21 2 | 10 9 | 3 9 |
| Delagar (366 DR & A) | | | D |
| Delfoam (607 Hilston) | | | |
| cattle soap 10lb 13 Oea | — | 19 6 | |
| ½cwt 56 8ea | — | 85 0 | |
| Delsey (702 KC) 10 case minimum order | | | |
| facial tissues | | | |
| Colourblend 150 30 0 | 4 2 | 1 10 | |
| (2 doz) (2 doz) | | | |
| Delta-Cortelan (518 Glaxo) | | | D |
| tablets 1mg | | | |
| Dentiline (430 Eucryl) | | | |
| denture cleaner 21 0 | 7 8½ | 3 3 | |
| refill 18 0 | 6 7 | 2 9 | |
| Dentinox (366 DR & A) | | | D |
| Dentinox (366 Dendron) | | | I |
| Dermoloc (938 PD) | | | D |
| Desert Flower (1131 Shulton) | | | |
| hand and body lotion 1719 38 9 | 20 9 | 6 9 | I |
| talcum powder 1923 34 6 | 18 6 | 6 0 | |
| Beauty Clean | — | — | D |
| Beauty Clear | — | — | D |
| Beauty Ice | — | — | D |
| Corn Silk fluid make up | — | — | D |
| moisture base | — | — | D |
| deodorant roll-on | — | — | D |
| spray | — | — | D |
| stick | — | — | D |
| hand cream | — | — | D |

| | Trade | Tax | Retail |
|--|--------|-------|--------|
| hand & body lotion | | | |
| dispenser | — | — | D |
| special | — | — | D |
| perfume presentation | — | — | D |
| Deteclol (746 Lederle) TS | | | |
| tablets 300mg 100 | 43 0ea | — | 64 6 |
| Dettol (1037 Reckitt) | | | |
| ointment small 12 4 | 4 2½ | 1 9 | |
| large 28 9 | 9 9 | 4 0 | |
| Dextrosol (200 B & P) | | | |
| tablets double 55 2 | — | 1 11 | |
| (3doz) | | | |
| Dextrostix (843 ML) | | | |
| reagent strips 25 | 34 6ea | — | 51 9 |
| D. F. P. (147 Boots) | | | D |
| Diamond (333 Cupal) | | | |
| foot powder 25 9 | — | 2 11 | |
| Dibistin (262 CIBA) | | | |
| cream 30g 28 0 | — | 3 6 | I |
| 1oz | — | — | D |
| Dimotane (1071 Robins) | | | |
| elixir 500ml 19 5ea | — | 29 2 | |
| 20oz | — | — | D |
| expectorant † 500ml 27 0ea | — | 40 6 | |
| 20oz | — | — | D |
| tablets L.A. 100 33 5ea | — | 50 2 | |
| 500 160 0ea | — | 240 0 | |
| Dimotapp (1071 Robins) | | | |
| elixir 500ml 20 9ea | — | 31 2 | |
| Distaquaine V-K (378 Distal) | | | |
| tablets 60mg | | | D |
| Docteur Pierre's (1407 Jaccaz) | | | |
| toothpick quill 25 33 0 | 12 1 | 5 0 | |
| 50 64 0 | 23 1 | 9 9 | |
| Doktibad (62 A & C) | | | I |
| (distributors 1363 Alcos) | | | |
| Dolcin (31 AP) | | | D |
| Dolcin (1377 R & A) | | | I |
| Domestos (382 Domestos) | | | |
| regular 17 2 | — | 1 8 | |
| Dorothy Gray (385 DG) | | | D |
| Dorothy Gray (385 DG) | | | I |
| dry skin cleanser 55cc | — | 14 6 | |
| 115cc | — | 24 6 | |
| 200cc | — | 33 9 | |
| extra rich night cream | | | |
| 30cc | — | 15 3 | |
| 55cc | — | 25 0 | |
| 115cc | — | 40 0 | |
| eye beauty cream | — | 12 9 | |
| eyebrow pencil | — | 4 9 | |
| eye make-up remover | | | |
| 12cc | — | 7 9 | |
| hand cream tube | — | 10 6 | |
| 115cc | — | 19 0 | |
| new masque frappe | — | 12 9 | |
| orange flower skin | | | |
| lotion 116cc | — | 14 6 | |
| 290cc | — | 29 0 | |
| Perfemma | | | |
| portrait make-up | — | 14 6 | |
| quick cleanser 116cc | — | 14 6 | |
| roll-on deodorant and anti-perspirant 55cc | — | 11 3 | |
| spray | — | 14 6 | |
| salon cold cream 55cc | — | 14 6 | |
| 115cc | — | 24 6 | |
| 200cc | — | 33 9 | |
| special dry skin mixture | | | |
| 30cc | — | 15 3 | |
| 55cc | — | 25 0 | |
| stay-matt 30cc | — | 14 6 | |
| texture lotion 116cc | — | 14 6 | |
| 290cc | — | 29 0 | |
| whitening cream 30cc | — | 13 6 | |
| Young and Lovely | | | |
| beauty lotion | — | 12 6 | |
| blushers | — | 13 9 | |
| cleansing grains | — | 12 6 | |
| clearing cream | — | 12 6 | |
| compact powder | — | 8 9 | |
| face pads | — | 12 6 | |
| foundation | — | 8 9 | |
| heal and conceal stick | — | 10 6 | |
| lipstick | — | 7 9 | |
| refining lotion | — | 12 6 | |
| skin cleanser | — | 12 6 | |
| Draza (96 BC) | | | |
| slug killer 32 0 | — | 4 0 | |
| Dr. Best (62 A & C) | | | |
| toothbrushes | | | |
| bristle | — | 5 0 | |
| fibres | — | 4 3 | |
| dental | — | 6 0 | |
| Duodom (705 Kirby) | | | D |
| Duvadilon N.A. (1539 Duphar) | | | D |
| Econopen-VK (117 BPL) TS | | | |
| tablets 125mg 100 9 Oea | — | 13 6 | |
| 500 42 Oea | — | 63 0 | |
| 250mg 100 17 5ea | — | 26 2 | |
| 500 80 Oea | — | 120 0 | |
| Elastocrepe (1155 S & N) | | | |
| cotton crepe bandage 2½ × 5yd stretched 3025 | 30 7 | — | 3 7 |

| | Trade | Tax | Retail |
|--|-------|-------|--------|
| 3 × 5yd 3003 | 36 8 | — | 4 3 |
| 2 × 5yd 3004 | 47 10 | — | 5 7 |
| Elastoplast (1155 S & N) | | | |
| airstrip 7920 | 16 3 | — | 1 11 |
| 7921 | 25 5 | — | 3 0 |
| 7922 | 36 8 | — | 4 4 |
| wallet 7970 | 10 7 | — | 1 3 |
| dressing strips | | | |
| 1½ × 1yd 4015 | 22 7 | — | 2 8 |
| 2½ × 1yd 4025 | 31 0 | — | 3 8 |
| 3 × 1yd 4003 | 36 0 | — | 4 3 |
| first aid dressings 4120 | 16 3 | — | 1 11 |
| 4121 | 25 5 | — | 3 0 |
| 4122 | 36 8 | — | 4 4 |
| wallet invisible 4150 | 10 7 | — | 1 3 |
| ventilated/washable 8121 | 25 5 | — | 3 0 |
| waterproof 9120 | 16 3 | — | 1 11 |
| 9121 | 25 5 | — | 3 0 |
| 7120 | 16 3 | — | 1 11 |
| 7121 | 25 5 | — | 3 0 |
| 4165 | 5 8 | — | 8 |
| first aid strip | | | |
| plaster 8PC | | | |
| 1in × 1yd 1111 | 12 11 | — | 1 6 |
| 2in × 1yd 1212 | 19 4 | — | 2 3 |
| 1in × 3yd 1001 | 25 9 | — | 3 0 |
| plastic strapping water proof | | | |
| 1in × 1yd 7011 | 10 0 | — | 1 2 |
| 1in × 3yd 7001 | 17 3 | — | 2 0 |
| 2in × 3yd 7002 | 25 9 | — | 3 0 |
| Elastoweb (1155 S & N) | | | |
| stretched 3 × 6/7yd 3603 | 139 8 | — | 16 4 |
| Elation (385 DG) existing entry | | | |
| Elation (385 DG) | | | |
| dusting powder | | | |
| plastic | — | — | 11 9 |
| hand and body lotion | — | — | 12 6 |
| perfume purse | — | — | 19 9 |
| spray mist | — | — | 21 6 |
| roulette | — | — | 9 11 |
| skin perfume intro. 25cc | — | — | 8 9 |
| 54cc | — | — | 12 6 |
| 21 6 | — | — | 21 6 |
| make-up | | | |
| brush-on blusher | — | — | 34 9 |
| cream powder | — | — | 14 6 |
| eyeliner brush | — | — | 11 9 |
| eyeliner liquid | — | — | 13 6 |
| brush-on | — | — | 13 6 |
| propelling pencil | — | — | 17 6 |
| refill | — | — | 6 0 |
| eye make-up remover | | | |
| pads | — | — | 11 9 |
| eye shadow brush-on | — | — | 18 9 |
| cream | — | — | 13 6 |
| stick | — | — | 13 6 |
| face powder | — | — | 14 6 |
| lipstick | — | — | 11 6 |
| liquid make-up | — | — | 14 6 |
| mascara block | — | — | 12 6 |
| brush-on | — | — | 19 6 |
| refill | — | — | 12 0 |
| nail enamel | — | — | 11 6 |
| rouge cream | — | — | 11 9 |
| skin glossers | — | — | 28 0 |
| Ellimans (414 Ellimans) | | | |
| (distributors 104 BP) | | | |
| royal embrocation 4oz 29 0 | 10 8 | 4 0 | |
| universal embrocation | | | |
| 2½oz 21 9 | 8 0 | 3 0 | |
| 4oz 29 0 | 10 8 | 4 0 | |
| Emko (506 Gerhardt) | | | |
| (distributors 1377 R & A) | | | |
| vaginal foam refill 45g 11 8ea | — | 15 6 | |
| 90g 21 0ea | — | 28 6 | |
| Endevac BT (696 Pfizer) | | | |
| vaccine (vet.) 50ml 52 7ea | — | 61 10 | |
| 250ml 247 4ea | — | 291 0 | |
| Endrine (1352 Wyeth) | | | |
| refill 100ml 54 0 | 20 0 | 7 8 | |
| 3oz | — | — | |
| 25ml 21 | | | |

| | Trade | Tax | Retail |
|--|--------|---------|--------|
| ethyl chloride (115 Bengue) existing entry | | | D |
| ethyl chloride (115 Bengue) | | | |
| local 30ml | 74 0 | — | 8 3 |
| refill | 51 0 | — | 5 8 |
| 50ml | 79 0 | — | 8 10 |
| refill | 56 0 | — | 6 3 |
| 100ml | 120 0 | — | 13 5 |
| refill | 97 0 | — | 10 10 |
| general 50ml | 79 0 | — | 8 10 |
| refill | 56 0 | — | 6 3 |
| 100ml | 120 0 | — | 13 5 |
| refill | 97 0 | — | 10 10 |
| eucalyptine (115 Bengue) | | | D |
| suppositories adult 10 | | | |
| ecryl (430 Ecryl) | | | |
| denture powder | 12 0 | 4 5 | 1 10 |
| | 16 0 | 5 10½ | 2 5 |
| smokers | 20 0 | 7 4 | 3 0 |
| tooth powder | 12 0 | 4 5 | 1 10 |
| | 18 0 | 6 7 | 2 9 |
| smokers | 19 0 | 6 11½ | 2 10 |
| glucon (1087 Roussel) †s4B | | | |
| tablets 5mg | 100 | 66 Oea | 99 0 |
| | 500 | 330 Oea | — |
| vitrol (34 A & H) | | | |
| tablets | 250 | | |
| elixir | 2l | | |
| | 150ml | | |
| Dr Taylor (1214 ETBP) | | | |
| body balm | 4oz | — | 17 6 |
| | 8oz | — | 28 0 |
| | 12oz | — | 35 0 |
| cucumber cleansing lotion | 4oz | — | 19 6 |
| | 8oz | — | 32 6 |
| skin freshener | 4oz | — | 19 6 |
| | 8oz | — | 32 6 |
| facial cleansing brush | — | — | 9 9 |
| facial wash | 4oz | — | 15 0 |
| | 8oz | — | 25 0 |
| | 12oz | — | 30 0 |
| morning mask | 1oz | — | 23 0 |
| | 2oz | — | 40 0 |
| skin tonic | 4oz | — | 18 6 |
| | 8oz | — | 31 0 |
| framycin (1352 Wyeth) T5 | | | |
| suspension | 100ml | 17 Oea | 22 8 |
| | 60ml | — | — |
| Lax (440 Ex-Lax) | | | |
| distributors 372 De Witt) | | | |
| lavative chocolate | 6 | 11 1 | 4 1 |
| | 18 | 24 0 | 8 10 |
| | 36 | 38 0 | 13 11 |
| junior | 12 | 11 4 | 9 1 |
| pills | 18 | 24 0 | 8 10 |
| lure (443 Eylure) | | | |
| eyelashes existing entry | | | |
| eyelashes | | | |
| spikey, spikey wings | 103 6 | 56 11 | 17 6 |
| natural daytime, mini | | | |
| lash | 91 2 | 50 4 | 17 11 |
| medium close, natural | | | |
| fur | 91 2 | 50 4 | 20 0 |
| ready trimmed close, coquette, classic | | | |
| sweep, almond eye, standard close | 103 6 | 56 11 | 20 0 |
| ready trimmed sable, sable tone, double | | | |
| outer fringe, sophisticated | 103 6 | 56 11 | 23 0 |
| mannequin | 115 0 | 63 3 | 23 0 |
| ready trimmed sable | | | |
| style | 115 0 | 63 3 | 25 7 |
| heavy AAA, sable | | | |
| style | 150 0 | 82 6 | 25 7 |
| jewelled natural fur, ready trimmed sable | | | |
| style, sable tone, golden sable, silver-line sable | 108 0 | 2 6 | 28 2 |
| Miss Eylure first flutter, underlash, half measures, ups'n downs, moon-rakers, fluffies, bobby dazlers | 68 0 | 37 5 | 12 10 |
| brush on make-up set | 135 0 | 74 0 | 23 6 |
| face maker kit | 135 0 | 74 0 | 23 6 |
| codyl (901 Norton) † distributors 1545 Vestric) | | | |
| 500ml | 9 Oea | — | — |
| 2l | 30 Oea | — | — |
| 16oz & 80oz | — | — | D |
| ex (518 Glaxo) | | | |
| distributors 448 Farleys) | | | |
| 3 cereal | 38 5 | — | 2 0 |
| (2doz) | | | |
| lene (448 Farleys) | | | |
| baby food | 38 5 | — | 2 0 |
| (2doz) | | | |
| leys (448 Farleys) | | | |
| baby dinners and sweets — raspberry | 12 3 | — | 1 4 |
| sweet | | | |
| milk food full cream | 46 0 | — | 4 6 |
| etra (774 LR) | | | D |
| minor 2l (774 LR) | | | D |

| | Trade | Tax | Retail |
|-------------------------------|------------|----------|--------|
| Fenjal (1113 5 & B) | | | |
| beauty soap | 38 11 | 13 0 | 5 6 |
| "Classic" creme bath | | | |
| 98cc | 107 0 | 54 0 | 16 9 |
| 231cc | 220 0 | 111 1 | 34 6 |
| Satin Touch talc | 100g | 54 4 | 27 5 |
| "Fresh" creme bath | | | |
| 98cc | 107 0 | 54 0 | 16 9 |
| 231cc | 220 0 | 111 1 | 34 6 |
| Finfume (705 Kirby) | | | |
| anti-smoking tablets | 30 | 30 0 | 11 0 |
| | 30 | 30 0 | 4 8 |
| Fisherman's Friend (771 LCPL) | | | |
| family linctus | 100ml | 26 0 | 9 6 |
| old pack | — | — | — |
| Floret (1037 Reckitt) | | | |
| fly killer standard | 30 0 | — | 3 6 |
| Folie (385 DG) | | | |
| roulette perfume | 56 0 | 31 0 | 9 11 |
| Fontaine (366 DR & A) | | | D |
| Fontaine (1377 R & A) | | | I |
| Formula 16 (1281 Vincent) | | | |
| (distributors 366 DR & A) | | | D |
| (distributors 1377 R & A) | | | D |
| Fortodyl (54 Antigen) | | | D |
| Fortral Bayer (97) †s4B | | | |
| tablets | 500 | 161 4ea | — |
| Fresh'n Dainty (506 Gerhardt) | | | |
| (distributors 366 DR & A) | | | D |
| (distributors 1377 R & A) | | | I |
| Frozoclone (365 Demuth) | | | |
| (distributors 366 DR & A) | | | D |
| (distributors 1377 R & A) | | | I |
| Frozolavender (365 Demuth) | | | |
| (distributors 366 DR & A) | | | D |
| (distributors 1377 R & A) | | | I |
| Fucidin (747 Leo) T5 | | | |
| capsules | 36 | 248 Oea | 330 8 |
| | 250 | 1678 Oea | 2237 4 |
| suspension | 60ml | 67 6ea | 90 0 |
| tablets | 100 | 660 3ea | 880 4 |
| Fucidin V.P. (747 Leo) T5 | | | |
| capsules | 36 | 165 5ea | 220 6 |
| | 250 | 1119 2ea | 1492 2 |
| Gala (876 MP) | | | |
| Barely There | IGB8 | 54 4 | 29 11 |
| Colour Up | IGD8 | 97 7 | 53 8 |
| eyebrow pencil king size | IGE8 | 21 6 | 11 10 |
| Face Up | IGD6 | 97 7 | 53 8 |
| nail colour | | | |
| "Little Gem" | IGA1 | 20 11 | 11 6 |
| remover | IGB7 | 28 0 | 15 5 |
| Shape Up | IGD7 | 97 7 | 53 8 |
| Shine Up | IGD9 | 97 7 | 53 8 |
| talcum shaker | IGD7 | 35 0 | 19 3 |
| toning lotion | IG48 | 51 4 | 28 3 |
| cuticle cream | — | — | — |
| cuticle remover | — | — | D |
| duo shapers | — | — | D |
| face makers | — | — | D |
| liquid shadow & brush | — | — | D |
| maxima cleanser creme trio | — | — | D |
| nail treatment | — | — | D |
| liquid velvet | — | — | D |
| velvet finish | — | — | D |
| velvet finisher | — | — | D |
| velvet highlighter | — | — | D |
| velvet shapers | — | — | D |
| velvet bloom IGOI | — | — | D |
| nail colour gold standard | — | — | D |
| "Big Gem" | — | — | D |
| remover IG26 | — | — | D |
| natural bloom | — | — | D |
| Galloways (430 Ecryl) | | | |
| cough syrup | small | 18 10 | 6 11 |
| | med | 28 7 | 10 6 |
| | large | 43 0 | 15 9 |
| Garlisol (135 TB) | | | |
| cough mixture | 200ml | 32 0 | 11 9 |
| | 8oz | — | — |
| liquid | 150ml | 28 6 | 10 5 |
| | 200ml | 35 6 | 13 0 |
| | 500ml | 74 6 | 27 4 |
| | 4½l | 39 6ea | 14 6ea |
| old sizes | — | — | — |
| Gaylord Hauser (29 Alfonal) | | | |
| capsules | | | |
| G.H. vitamins | 88 0 | — | 11 0 |
| vitamin A & D | 40 0 | — | 5 0 |
| wheat germ | 8oz | 21 4 | — |
| Gelusil (1310 WW) | | | |
| tablets | 20 | 17 10 | 6 6 |
| | 50 | 35 9 | 13 1 |
| suspension | 170ml | 36 0 | 13 2 |
| | 500ml | 84 0 | — |
| | 6oz & 24oz | — | — |
| Gem (365 Demuth) | | | |
| (distributors 366 DR & A) | | | D |
| (distributors 1377 R & A) | | | I |
| Genasprin (1530 Fisons) | | | |
| tablets | 500 | — | — |
| Gibbs (509 Gibbs) | | | |
| dentifrice | 11 6 | 4 3 | 1 7 |

| | Trade | Tax | Retail |
|-----------------------------------|---------|---------|--------|
| Gillette (514 Gillette) | | | |
| blades platinum | | | |
| packets or dispensers | 5 | 59 3 | 21 3 |
| | | (25) | (25) |
| | 118 7 | 42 5 | 4 4 |
| | | (50) | (50) |
| 10 | 108 4 | 38 9 | 7 11 |
| | | (25) | (25) |
| Super Silver | — | — | — |
| Techmatic razor | | | |
| cartridge refill | 56 9 | 20 4 | 6 11 |
| old pack | — | — | — |
| Git-Sticks (67 Ashe) | | | D |
| Goddess (280 CP) | | | |
| shampoos | | | D |
| Golden Babe (761 Lilia-White) | | | |
| disposable nappy liners | | | D |
| Gomina Argentina (1407 Jaccaz) | | | |
| hair fixative | tube | 40 0 | 22 0 |
| | jar | 76 0 | 41 9 |
| Gondafon (1479 SCL) †s4B | | | |
| tablets | 20 | 4 10ea | — |
| | 100 | 22 Oea | — |
| | 500 | 102 5ea | — |
| Gordon Moore (563 Hampshire) | | | D |
| Gordon Moore (1038 R & C) | | | |
| Gralac (63 Arnold) | | | |
| auxiliary cream | 110cc | 66 0 | 36 0 |
| | 220cc | 110 0 | 61 0 |
| hair colour restorer | 110cc | 66 0 | 36 0 |
| | 220cc | 110 0 | 61 0 |
| Guerlain (548 Guerlain) | | | |
| eye shadow stick refill | — | — | 14 6 |
| rouge compact | — | — | 64 6 |
| for men | | | |
| Habit Rouge | | | |
| after shave travel | | | |
| flask | — | — | 42 0 |
| deodorant spray | — | — | 40 0 |
| eau de Cologne | | | |
| bottle | — | — | 63 0 |
| travel spray | — | — | 52 6 |
| dry spray | — | — | 52 6 |
| travel fiacon 3½oz | — | — | 39 6 |
| | 7oz | — | 63 0 |
| hair spray | — | — | 37 10 |
| shave cream lather | — | — | 14 9 |
| brushless | — | — | 14 9 |
| soap toilet | (3) | — | 27 6 |
| bath | (3) | — | 48 6 |
| Halex (80 BXL) | | | |
| baby bath stand | F449 | 219 11 | 30 3 |
| bathtime set | F631 | 441 6 | 51 11 |
| | F641 | 489 1 | 58 5 |
| brush | F166 | 41 10 | 15 4 |
| | F174 | 45 0 | 16 6 |
| | F172 | 67 6 | 24 10 |
| brush/comb & rattle | F632 | 67 6 | 24 10 |
| brush set 5 piece | F636 | 116 4 | 35 7 |
| chamber | F501 | 72 0 | — |
| 7in | F512 | 40 2 | — |
| 8in | F502 | 52 0 | — |
| non-spill | F509 | 68 0 | — |
| feeder beaker | F474 | 25 8 | 3 6 |
| keep warm | F471 | 91 8 | 12 9 |
| plate | F471 | 91 8 | 12 9 |
| layette basket | with | 201 6 | 27 9 |
| nylon cover | F438 | 51 4 | 7 1 |
| mealtime set | F315 | 51 4 | 7 1 |
| | F376 | 58 7 | 8 1 |
| | F375 | 84 4 | 11 7 |
| | F431 | 100 0 | — |
| training seat | | | 12 6 |
| hairbrush children's | DF180 | 48 3 | 17 8 |
| Noddy | DF180 | 48 3 | 17 8 |
| massage set | Caress | 37 6 | 13 9 |
| | K200 | 37 6 | 13 9 |
| nursery play blocks | F700 | 47 2ea | 17 3ea |
| | F701 | 47 2ea | 17 3ea |
| nursery vanity casket | F638 | 610 9 | 88 11 |
| nursery bin with deodoriser | F400 | 157 6 | 21 8 |
| shaver Baron | K300 | 47 Oea | 17 3ea |
| toothbrush | Lectro- | 45 Oea | 12 6ea |
| dent | K110 | 45 Oea | 12 6ea |
| toothbrushes children's | | | |
| junior twin | A197 | 20 0 | — |
| toothbrushes nylon twin | A267 | 24 0 | — |
| toothbrushes bristle | | | |
| short head | A263 | 28 0 | — |
| long head | A253 | 28 0 | — |
| mealtime set | F377 | — | — |
| nursery pedal bin | F476 | — | — |
| bath brush | D593 | — | — |
| combs all | — | — | — |
| hairbrushes gent's and ladies all | — | — | — |
| ladies brush sets all | — | — | — |
| nail brushes all | — | — | — |
| Malaurant (78 A5 & Co) | | | |
| tablets | 50 | 35 0 | — |

| Trade Tax Retail | | | | Trade Tax Retail | | | | Trade Tax Retail | | | |
|--|---------|------|--------|------------------|-----|-----|----|------------------|--|--|--|
| Happy Feet (1383 MFCC) existing entry | | | | D | | | | | | | |
| Happy Feet (1383 MFCC) | | | | I | | | | | | | |
| exercise sandals | | | | | | | | | | | |
| Betty | 19 | 10ea | 29 11 | | | | | | | | |
| Carmen | 39 | 10ea | 59 11 | | | | | | | | |
| Nature Girl flat | 26 | 4ea | 33 9 | | | | | | | | |
| mid heel | 27 | 8ea | 35 6 | | | | | | | | |
| high heel | 29 | 8ea | 38 0 | | | | | | | | |
| Savanto flat child's | 12 | 7ea | 18 11 | | | | | | | | |
| adult's | 13 | 3ea | 19 11 | | | | | | | | |
| raised heel | 17 | 3ea | 25 11 | | | | | | | | |
| spare straps | 4 | 7ea | 7 6 | | | | | | | | |
| Sol Luxury flat child's | 15 | 0ea | 22 11 | | | | | | | | |
| raised heel ladies' | 20 | 0ea | 29 11 | | | | | | | | |
| fashion sandal | 33 | 3ea | 49 11 | | | | | | | | |
| Tracy | 19 | 10ea | 29 11 | | | | | | | | |
| exercise sandalettes | | | | | | | | | | | |
| Capri child's, ladies, | 7-1 | 15 | 0ea | 22 | 6 | | | | | | |
| men's | 2-5 | 15 | 6ea | 23 | 6 | | | | | | |
| | 6-8 | 15 | 6ea | 25 | 6 | | | | | | |
| | 9-11 | 16 | 6ea | 26 | 11 | | | | | | |
| Balea ladies | 60 | 0ea | 7 10ea | 99 | 11 | | | | | | |
| Candy ladies | 49 | 4ea | 6 5ea | 79 | 11 | | | | | | |
| Elfin child's | 7-11 | 23 | 10ea | 35 | 11 | | | | | | |
| | 12-2 | 26 | 7ea | 39 | 11 | | | | | | |
| Iphyl ladies | 37 | 0ea | 4 10ea | 59 | 11 | | | | | | |
| Isi ladies | 60 | 0ea | 7 10ea | 99 | 11 | | | | | | |
| Jodelet ladies | 34 | 6ea | 4 7ea | 55 | 11 | | | | | | |
| Jolie child's | 8-2 | 18 | 6ea | 27 | 11 | | | | | | |
| ladies | 3-5 | 19 | 0ea | 29 | 11 | | | | | | |
| | 6-8 | 19 | 0ea | 29 | 11 | | | | | | |
| Ly ladies | 43 | 2ea | 5 8ea | 69 | 11 | | | | | | |
| Lutgard ladies | 43 | 2ea | 5 8ea | 69 | 11 | | | | | | |
| Lisma ladies | 43 | 2ea | 5 8ea | 69 | 11 | | | | | | |
| Melica ladies | 34 | 6ea | 4 7ea | 55 | 11 | | | | | | |
| Mista mens | 54 | 8ea | 7 2ea | 89 | 11 | | | | | | |
| Senor II mens | 49 | 4ea | 6 5ea | 79 | 11 | | | | | | |
| Sol | 37 | 0ea | 4 10ea | 59 | 11 | | | | | | |
| Susie ladies | 49 | 4ea | 6 5ea | 79 | 11 | | | | | | |
| Vicky ladies | 43 | 2ea | 5 8ea | 69 | 11 | | | | | | |
| Scandinavian clogs | | | | | | | | | | | |
| Anti-static ladies | 49 | 0ea | 69 | 11 | | | | | | | |
| mens | 50 | 8ea | 73 | 6 | | | | | | | |
| Aurora | 33 | 3ea | 49 | 11 | | | | | | | |
| Brigita | 42 | 0ea | 63 | 0 | | | | | | | |
| Georgina | 42 | 0ea | 63 | 0 | | | | | | | |
| Kinder | 32 | 4ea | 48 | 6 | | | | | | | |
| Kristina II | 43 | 2ea | 5 8ea | 69 | 11 | | | | | | |
| Radi ladies | 40 | 6ea | 59 | 11 | | | | | | | |
| mens | 42 | 0ea | 63 | 0 | | | | | | | |
| Sven ladies & mens | 2-7 | 33 | 3ea | 49 | 11 | | | | | | |
| | 8-12 | 36 | 4ea | 54 | 6 | | | | | | |
| cloquettes Petri ladies | 37 | 0ea | 4 10ea | 59 | 11 | | | | | | |
| Pointometre shoe | 24 | 0ea | — | — | | | | | | | |
| measure | — | — | — | — | | | | | | | |
| Harlene (409 EH) | | | | D | | | | | | | |
| hair conditioner | | | | | | | | | | | |
| Harvester (211 Butler) | | | | I | | | | | | | |
| malt and oil | | | | | | | | | | | |
| 1lb | 29 | 6 | — | — | | | | | | | |
| 2lb | 54 | 0 | — | — | | | | | | | |
| Haynon (1089 RPD)† | | | | I | | | | | | | |
| Haze (1037 Reckitt) | | | | I | | | | | | | |
| air freshener standard | | | | | | | | | | | |
| 29 | 5 | — | 3 | 6 | | | | | | | |
| Hema-Combistix (843 ML) | | | | D | | | | | | | |
| reagent strips | | | | | | | | | | | |
| 50 | 11 | 11ea | 17 | 10 | | | | | | | |
| Hemastix (843 ML) | | | | D | | | | | | | |
| reagent strips | | | | | | | | | | | |
| 50 | 8 | 8ea | 13 | 0 | | | | | | | |
| Hemoplex (930 P & B) | | | | D | | | | | | | |
| vial | | | | | | | | | | | |
| 10ml | 42 | 0 | 5 | 3 | | | | | | | |
| Hexyl-Plus (1400 PBI) | | | | D | | | | | | | |
| 6oz | | | | | | | | | | | |
| 2 | 8ea | — | 4 | 0 | | | | | | | |
| 10oz | | | | | | | | | | | |
| 4 | 0ea | — | 6 | 0 | | | | | | | |
| Hilston (607 Hilston) veterinary products | | | | I | | | | | | | |
| antiseptic balsam | | | | | | | | | | | |
| 1pt | 60 | 0 | 22 | 0 | 9 | 4 | | | | | |
| 1gal | 160 | 0 | 58 | 0 | 24 | 10 | | | | | |
| 1gal | 320 | 0 | 106 | 0 | 49 | 7 | | | | | |
| Carzine aerosol | 72 | 0 | 26 | 0 | 11 | 2 | | | | | |
| fluke and worm | | | | | | | | | | | |
| drench | 1pt | 72 | 0 | 27 | 0 | 11 | 3 | | | | |
| | 1gal | 192 | 0 | 70 | 0 | 29 | 10 | | | | |
| | 1gal | 320 | 0 | 118 | 0 | 49 | 10 | | | | |
| | 5gal | 90 | 0ea | 33 | 0ea | 168 | 0 | | | | |
| foot rot ointment | 36 | 0 | 13 | 0 | 5 | 7 | | | | | |
| tin | 54 | 0 | 20 | 0 | 8 | 5 | | | | | |
| jar | 42 | 0 | 15 | 0 | 6 | 6 | | | | | |
| Lanark ointment | 240 | 0 | 88 | 0 | 37 | 4 | | | | | |
| Lestoil | 116 | 0 | — | — | 14 | 6 | | | | | |
| louse powder | 28 | 0 | — | — | 3 | 6 | | | | | |
| Moorland fly dip | 1/2gal | 63 | 4ea | — | 95 | 0 | | | | | |
| | 2gal | 240 | 0ea | — | 360 | 0 | | | | | |
| skin lotion (dog) | 28 | 0 | 10 | 3 | 4 | 4 | | | | | |
| sulphadimidine solu- | | | | | | | | | | | |
| tion 33 1/3% †s4B | | | | | | | | | | | |
| 100ml | 48 | 0 | — | 6 | 0 | | | | | | |
| 500ml | 16 | 8ea | — | 25 | 0 | | | | | | |
| 2000ml | 56 | 8ea | — | 85 | 0 | | | | | | |
| suspension †s4B | 4oz | 42 | 0 | — | 5 | 3 | | | | | |
| | 10oz | 100 | 0 | — | 12 | 6 | | | | | |
| | 80oz | 53 | 4ea | — | 80 | 0 | | | | | |
| tablets 5g †s4B | 10 | 84 | 0 | — | 10 | 6 | | | | | |
| | 50 | 336 | 0 | — | 42 | 0 | | | | | |
| sulphanilamide pow- | | | | | | | | | | | |
| der †s4B | 1lb | 126 | 0 | — | 14 | 0 | | | | | |
| | 2lb | 232 | 0 | — | 28 | 0 | | | | | |
| | 7lb | 67 | 6ea | — | 90 | 0 | | | | | |
| wart cream | 28 | 0 | — | 3 | 6 | | | | | | |
| paint | 28 | 0 | — | 3 | 6 | | | | | | |
| Histasal (705 Kirby) | | | | D | | | | | | | |
| cream | | | | | | | | | | | |
| 40g | 27 | 0 | 9 | 11 | 4 | 2 | | | | | |
| Hush (549 Guest) | | | | D | | | | | | | |
| baby soothing syrup | | | | | | | | | | | |
| 19 | 8 | — | 2 | 6 | | | | | | | |
| Hygroton (501 Geigy) †s4B | | | | D | | | | | | | |
| tablets 50mg | | | | | | | | | | | |
| 500 | 145 | 0ea | — | 217 | 6 | | | | | | |
| Ichthopaste (1155 S & N) | | | | D | | | | | | | |
| zinc and ichthammol | | | | | | | | | | | |
| bandage 3 1/2 x 6yd | 37 | 0 | — | 4 | | | | | | | |
| Ickosan (78 A5 & Co) | | | | D | | | | | | | |
| ichthammol powder | | | | | | | | | | | |
| 36 | 0 | 13 | 2 1/2 | 5 | 6 | | | | | | |
| Ictotest (843 ML) | | | | D | | | | | | | |
| reagent tablets | | | | | | | | | | | |
| 50 | 9 | 2ea | — | 13 | 9 | | | | | | |
| Ilford (645 Ilford) | | | | D | | | | | | | |
| films HP3, 127, 120, 620 | | | | | | | | | | | |
| Imperacin (649 ICI) T5 | | | | D | | | | | | | |
| syrup | | | | | | | | | | | |
| 100ml | 6 | 8ea | — | 10 | 0 | | | | | | |
| Inco (1073 Robinson) | | | | D | | | | | | | |
| pads | | | | | | | | | | | |
| 10 | 5 | 8ea | 9ea | 8 | 6 | | | | | | |
| Indal Finnish Sauna (961 EGP) | | | | D | | | | | | | |
| bubble bath bottle 5oz | | | | | | | | | | | |
| 6 | 6ea | 2 | 5ea | 13 | 0 | | | | | | |
| Innox (654 Innox) | | | | D | | | | | | | |
| clean face with amalene | | | | | | | | | | | |
| — | — | — | 17 | 6 | | | | | | | |
| Satin Sheen | | | | | | | | | | | |
| — | — | — | 10 | 9 | | | | | | | |
| Iodex (1153 SKF) | | | | D | | | | | | | |
| plain | | | | | | | | | | | |
| 25g | 24 | 0 | 8 | 9 | 3 | 9 | | | | | |
| 1oz | — | — | — | — | | | | | | | |
| Iodo Cafedrin (78 A5 & Co) | | | | D | | | | | | | |
| 500ml | | | | | | | | | | | |
| 12 | 5ea | — | — | | | | | | | | |
| 45 | 0ea | — | — | | | | | | | | |
| Italian Marble (1561 MD) | | | | D | | | | | | | |
| (distributors 261 Christy) | | | | | | | | | | | |
| soap | | | | | | | | | | | |
| 120g | 45 | 0 | 16 | 6 | 7 | 0 | | | | | |
| guest size (6) | 230g | 101 | 0 | 37 | 0 | 15 | 9 | | | | |
| It's Magic (333 Capal) | | | | D | | | | | | | |
| I.V.Y. (78 A5 & Co) | | | | | | | | | | | |
| tablets | | | | | | | | | | | |
| 50 | 22 | 0 | — | 2 | 9 | | | | | | |
| Izal (1480 Izal) | | | | D | | | | | | | |
| toilet paper | | | | | | | | | | | |
| interleaved | 39 | 3 | — | 1 | 5 | | | | | | |
| (3doz) | 76 | 6 | — | 1 | 5 | | | | | | |
| (6doz) | — | — | — | — | | | | | | | |
| Janssen Dr. (67 Ashe) | | | | D | | | | | | | |
| tablets normal 16 & 60 | | | | | | | | | | | |
| strong | 16 | | | | | | | | | | |
| Jantzen (810 Maw) | | | | D | | | | | | | |
| swim caps | | | | | | | | | | | |
| Bubble Crepe | 940.03 | 39 | 5 | 5 | 5 | 4 | | | | | |
| Chequers | 940.08 | 89 | 8 | 12 | 4 | 12 | 6 | | | | |
| Judy | 940.09 | 10 | 6ea | 1 | 5ea | 17 | 6 | | | | |
| Sea Nymph | 940.10 | 12 | 7ea | 1 | 9ea | 21 | 0 | | | | |
| Callas | 940.11 | 17 | 7ea | 2 | 5ea | 29 | 6 | | | | |
| Cindy | 940.12 | 25 | 6ea | 3 | 6ea | 42 | 6 | | | | |
| Florette | — | — | — | — | | | | | | | |
| Dahlia | — | — | — | — | | | | | | | |
| Freesia | — | — | — | — | | | | | | | |
| J Cloth (672 Johnson) | | | | D | | | | | | | |
| all purpose cloth | | | | | | | | | | | |
| 6 | 23 | 8 | 3 | 3 | 2 | 11 | | | | | |
| 12 | 42 | 9 | 5 | 11 | 5 | 3 | | | | | |
| Johnsonplast (672 Johnson) | | | | D | | | | | | | |
| zinc oxide plaster | | | | | | | | | | | |
| flesh colour | | | | | | | | | | | |
| 10yd x 2in | 62 | 8 | — | 7 | 6 | | | | | | |
| 3in | 92 | 10 | — | 11 | 1 | | | | | | |
| Johnsons (672 Johnson) | | | | D | | | | | | | |
| baby cream tube 34g | | | | | | | | | | | |
| 18 | 9 | 10 | 4 | 3 | 1 | | | | | | |
| gift box | 100 | 0 | 39 | 0 | 15 | 2 | | | | | |
| standard | 26 | 8 | 14 | 8 | 4 | 5 | | | | | |
| lotion | 120cc | 39 | 5 | 21 | 8 | 6 | 6 | | | | |
| | 205cc | 49 | 4 | 27 | 2 | 8 | 2 | | | | |
| | 285cc | 26 | 8 | 14 | 8 | 4 | 5 | | | | |
| oil | 135cc | 39 | 5 | 21 | 8 | 6 | 6 | | | | |
| | 210cc | 39 | 5 | 21 | 8 | 6 | 6 | | | | |
| | 99g | 18 | 11 | 6 | 11 | 2 | 10 | | | | |
| | 227g | 32 | 8 | 12 | 0 | 4 | 11 | | | | |
| | economy | 39 | 11 | 14 | 8 | 6 | 0 | | | | |
| shampoo | sachet | 6 | 5 | 2 | 4 | 1 | 0 | | | | |
| | bottle | 27 | 0 | 9 | 11 | 4 | 2 | | | | |
| cotton wool household | | | | | | | | | | | |
| 4oz | 15 | 4 | — | 1 | 10 | | | | | | |
| incontinence pads | 12 | 78 | 0 | 10 | 8 | 10 | 5 | | | | |
| Johnson's Mrs (430 Eucryl) | | | | D | | | | | | | |
| syrup | | | | | | | | | | | |
| 16 | 0 | 5 | 10 1/2 | 2 | 6 | | | | | | |
| Juvite (698 Keswick) | | | | D | | | | | | | |
| rejuvenating tablets | | | | | | | | | | | |
| 41 | 0 | 15 | 0 | 6 | 9 | | | | | | |
| 74 | 0 | 27 | | | | | | | | | |

| | Trade | Tax | Retail |
|-------------------------------------|---------|---------|--------|
| nyl (509 Gibbs) | | | |
| salve | 10 3 | 5 8 | 1 7 |
| Donald (786 Macdonald) | | | |
| household cotton wool | | | |
| 8oz | 20 9 | — | 2 5 |
| 16oz | 37 0 | — | 4 3 |
| rigold (774 LR) | | | |
| house gloves | 27 0 | 3 5 | 3 6 |
| hairdresser | | | |
| rina (786 Macdonald) | | | |
| cosmetic bags and | | | |
| courses | 41 | 10 4 | 3 9 |
| | 42 | 18 6 | 6 10 |
| | 43 | 20 3 | 7 5 |
| | 44 | 21 9 | 8 0 |
| | 45 | 24 3 | 9 1 |
| | 46 | 25 6 | 9 4 |
| | 47 | 27 3 | 10 0 |
| | 48 | 28 9 | 10 7 |
| | 49 | 31 0 | 11 4 |
| | 50 | 33 3 | 12 2 |
| | 51 | 34 0 | 12 6 |
| | 52 | 43 0 | 15 9 |
| | 53 | 49 0 | 18 0 |
| | 54 | 54 9 | 20 1 |
| | 55 | 57 0 | 20 11 |
| | 56 | 40 0 | 14 8 |
| | 57 | 34 0 | 12 6 |
| | 58 | 41 0 | 15 0 |
| | 59 | 95 0 | 35 2 |
| old range | | | |
| ce cloths | 21 | 9 11 | 1 4 |
| | 22 | 13 0 | 1 10 |
| | 23 | 12 6 | 1 9 |
| | 24 | 12 3 | 1 8 |
| | 25 | 14 3 | 2 0 |
| | 26 | 14 3 | 2 0 |
| | 27 | 14 3 | 2 0 |
| | 28 | 16 0 | 2 3 |
| | 29 | 16 11 | 2 4 |
| | 30 | 17 9 | 2 5 |
| | 31 | 17 6 | 2 5 |
| | 32 | 19 11 | 2 9 |
| | 33 | | |
| | 34 | 23 6 | 3 3 |
| | 35 | 24 0 | 3 4 |
| | 36 | 27 0 | 3 9 |
| | 37 | 29 0 | 4 0 |
| | 38 | 27 0 | 3 9 |
| | 39 | 29 3 | 4 0 |
| | 40 | 35 0 | 4 9 |
| old range | | | |
| sponge bags | 61 | 10 8 | 3 10 |
| | 62 | 10 8 | 3 10 |
| | 63 | 17 9 | 6 7 |
| | 64 | 20 6 | 7 8 |
| | 65 | 20 6 | 7 8 |
| | 66 | 10 8 | 3 10 |
| | 67 | 22 6 | 8 3 |
| | 68 | 109 0 | 40 4 |
| | 69 | 69 0 | 25 4 |
| | 70G | 36 0 | 13 2 |
| | 70L | 36 0 | 13 2 |
| old range | | | |
| mite (152 Bovril) | | | |
| 8oz | 50 0 | — | 5 0 |
| 16oz | 93 6 | — | 9 4 |
| lt reduced | 8oz | 49 6 | — |
| rtlet (1394 MWC) | | | |
| der vinegar | 13oz | 28 6 | — |
| onegar | bottle | 42 6 | 9 4 |
| | 1/2gal | 21 3ea | 4 8ea |
| | 1gal | 37 0ea | 8 2ea |
| rtindale (1495 MEC) | | | |
| og mask with six | | | |
| pare pads | 2 0ea | — | 2 8 |
| ads only | 6 9ea | — | — |
| ry Quant (876 MP) | | | |
| each swinger | 504 0 | 277 2 | 90 0 |
| ye liner brush | 31 8 | 11 7 | 5 0 |
| ye shadow brush | 47 6 | 17 5 | 7 6 |
| sh adhesive | 27 7 | 15 2 | 4 11 |
| ye brush | — | — | — |
| ce brush | — | — | — |
| psttick titch | — | — | — |
| on Pearson (807 MPB) existing entry | | | |
| son Pearson (807 MPB) | | | |
| ies hairbrushes | | | |
| ocket nylon | 9 0ea | 3 3ea | 16 9 |
| ristle | 16 2ea | 5 11ea | 30 6 |
| ristle & nylon | 14 7ea | 5 4ea | 27 3 |
| andy nylon | 13 7ea | 5 0ea | 25 6 |
| ristle extra | 37 6ea | 13 9ea | 70 0 |
| ristle & nylon | 20 8ea | 7 7ea | 38 7 |
| edium nylon gentle | 16 2ea | 5 11ea | 30 6 |
| nylon (universal) | 17 10ea | 6 7ea | 33 6 |
| ristle extra | 51 6ea | 18 11ea | 96 3 |
| ristle & nylon (junior) | 24 10ea | 9 1ea | 46 6 |
| arge bristle extra | 57 4ea | 21 0ea | 107 0 |
| ristle & nylon | | | |
| (popular) | 32 4ea | 11 10ea | 60 10 |
| ens military hairbrushes | | | |
| edium nylon | | | |
| (universal) | 17 10ea | 6 7ea | 33 6 |
| ristle extra | 51 6ea | 18 11ea | 96 3 |
| ristle & nylon | | | |
| (junior) | 24 10ea | 9 1ea | 46 6 |

| | Trade | Tax | Retail |
|----------------------------------|----------|----------|--------|
| large bristle extra | 57 4ea | 21 0ea | 107 0 |
| bristle & nylon | | | |
| (popular) | 32 4ea | 11 10ea | 60 10 |
| brushcases leather | | | |
| single | 20 0ea | 7 4ea | 37 6 |
| double | 25 0ea | 9 2ea | 46 10 |
| Mavala (49 Aneson) | | | |
| (distributors 1545 Vestric) | | | |
| Maws (810 Maw) | | | |
| Tufty pants | 24 6 | — | 2 11 |
| Simpla feeding bottle | | | |
| 304.00 | 34 5 | — | 4 3 |
| spare bottle 304.01 | 25 4 | — | 3 2 |
| Max Factor (813 MF) | | | |
| new nail polish | 38 0 | 19 10 | 6 5 |
| Maybelline (366 DR & A) | | | |
| Maybelline (1377 R & A) | | | |
| Medihaler-duo (1061 Riker) †s4B | | | |
| 400 dose | 17 0ea | — | 25 6 |
| Mediject (615 H & M) †s4B | | | |
| injection | 100ml | 64 0 | — |
| | 500ml | 176 0 | — |
| Medijel (366 DR & A) | | | |
| Medijel (366 Dendron) | | | |
| Medisoap (436 Evans) | | | |
| basic | 16 8 | 6 1 | 2 9 |
| hexachlorophane | 14 2 | 5 2 | 2 3 |
| Medivet (615 H & M) †s4B | | | |
| tablets | 20 192 0 | — | 24 0 |
| Melolin XA (1155 S & N) | | | |
| dressings | | | |
| 2in x 2in wrapped | | | |
| 100 | 18 0ea | — | 27 0 |
| 4in x 4in wrapped | | | |
| 100 | 40 0ea | — | 60 0 |
| Mel Rose (1069 R & SL) | | | |
| skin tablet | 10 5 | 3 10 | 1 9 |
| old pack | — | — | — |
| Mennen (525 Golden) | | | |
| after shave Dry Lime, | | | |
| Wild Moss | 55cc | 43 0 | 23 8 |
| | 110cc | 75 0 | 41 4 |
| deodorant aerosol | 80g | 44 6 | 24 6 |
| | 130g | 58 0 | 32 0 |
| Metanium (115 Bengue) | | | |
| ointment | 500g | 22 0ea | 8 1ea |
| | 1lb | — | — |
| | 5lb | — | — |
| Mickies (67 Ashe) | | | |
| Midnight (385 DG) existing entry | | | |
| Midnight (385 DG) | | | |
| dusting powder | | | |
| plastic | — | — | 11 9 |
| drum | — | — | 21 6 |
| hand and baby lotion | — | — | 12 6 |
| perfume | 12cc | — | 43 0 |
| purse | — | — | 19 9 |
| roulette | — | — | 9 11 |
| skin perfume | intro. | — | 8 9 |
| | 25cc | — | 12 6 |
| | 54cc | — | 21 6 |
| | 108cc | — | 35 0 |
| | 175cc | — | 45 0 |
| spray mist aerosol | — | — | 21 6 |
| Mil-Par (976 PS & T) | | | |
| 4oz | 22 7 | 7 6 | 3 0 |
| 8oz | 39 5 | 13 0 | 5 3 |
| 16oz | 60 1 | 19 10 | 8 0 |
| Miners (876 MP) | | | |
| eyelashes "Fakes" | | | |
| 3G31 | 39 2 | 21 6 1/2 | 6 9 |
| lipstick "Sunlovers" | | | |
| 3J86 | 13 8 | 7 6 | 2 4 |
| swivel | 3J87 | 22 10 | 12 7 |
| make-up stick | 3G74 | 27 7 | 15 2 |
| make-up stick | 3J05 | — | — |
| powder shadow frosted | — | — | — |
| stick shadow frosted | — | — | — |
| Minilyn (917 Organon) †s4B | | | |
| tablets | 22 4 0ea | — | 6 0 |
| Monogram (85 ME) | | | |
| Monogram (1501 DA) | | | |
| Mortegg (871 MCC) † | | | |
| 1pt | 50 0 | — | 6 3 |
| 1qt | 7 0 | — | 9 6 |
| 1gal | 17 0ea | — | 25 6 |
| 2gal | 32 10ea | — | 49 3 |
| Murosol (871 MCC) | | | |
| household aerosol | 6oz | 46 0 | — |
| Murphy (871 MCC) | | | |
| ant killer powder | | | |
| puffer | 16 0 | — | 2 0 |
| liquid | 4oz | 34 0 | — |
| bordeaux powder | 1lb | 36 0 | — |
| | 1lb | 62 0 | — |
| chrysanthemum mil- | | | |
| dew specific | 8oz | 34 0 | — |
| formaldehyde | 1qt | 60 0 | — |
| greenhouse aerosol | | | |
| 6oz | 54 0 | — | 6 9 |
| 1pt | 42 0 | — | 5 3 |
| 1qt | 70 0 | — | 8 9 |
| 1gal | 212 0 | — | 26 6 |
| liquid copper fungicide | | | |
| 8oz | 34 0 | — | 4 3 |
| 4oz | 44 0 | — | 5 6 |
| 8oz | 84 0 | — | 10 6 |
| 1pt | 186 0 | — | 23 3 |

| | Trade | Tax | Retail |
|--|---------------|---------|----------|
| malathion dust 4% | | | |
| puffer | 34 0 | — | 4 3 |
| small | 16 0 | — | 2 0 |
| large | 40 0 | — | 5 0 |
| moss killer | | | |
| 1pt | 50 0 | — | 6 3 1/2 |
| 1qt | 76 0 | — | 9 6 1/2 |
| 1gal | 17 0ea | — | 25 6 1/2 |
| nicotine dust 4% | | | |
| nicotine | 1lb | 38 0 | — |
| rose bed weed killer | | | |
| sachet | size 1 | 34 0 | — |
| | 2 | 62 0 | — |
| rose mildew specific | | | |
| 8oz | 34 0 | — | 4 3 |
| sodium chlorate | 1lb | 34 0 | — |
| | 2lb | 62 0 | — |
| spring spray | 4oz | 36 0 | — |
| | 8oz | 62 0 | — |
| | 1pt | 138 0 | — |
| | 1gal | 56 8ea | — |
| Mycivin (147 Boots) T5 | | | |
| syrupe '125' | 100ml | 17 6ea | — |
| '250' | 100ml | 29 2ea | — |
| 170ml packs | — | — | — |
| Nailoid (31 AP) | | | |
| (distributors 366 DR & A) | | | |
| (distributors 1377 R & A) | | | |
| Narex (901 Norton) | | | |
| (distributors 1545 Vestric) | | | |
| nasal spray | 15ml | 21 0 | — |
| N.C.A. (295 CM & R) †s1 | | | |
| worm drench | 10oz | 180 0 | 64 4 |
| Neovax (901 Norton) †s4B | | | |
| (distributors 1545 Vestric) | | | |
| 150ml | 12 5ea | — | — |
| 500ml | 41 0ea | — | — |
| 4oz & 16oz | — | — | — |
| Nestosyl (115 Bengue) † | | | |
| ointment | 500g | 19 2ea | — |
| | 1lb | — | — |
| oily solution | 30ml | — | — |
| Neulactil (971 PSMB) †s4B | | | |
| tablets 25mg | 50 | 32 0ea | — |
| | 500 | 280 0ea | — |
| Neurodyne (1295 Wade) †DD1 | | | |
| capsules | 25 | 3 8ea | 1 4ea |
| | 100 | 12 6ea | — |
| | 250 | 28 8ea | — |
| | 500 | 55 10ea | — |
| Nicodent (1097 Sandersons) | | | |
| liquid | 20 0 | 7 4 | 3 0 |
| Niegeloh (580 D H & Co) existing entry | | | |
| Niegeloh (580 D H & Co) | | | |
| display stand | No. 1 | 726 0ea | 226 9ea |
| | No. 2 | 380 8ea | 116 1ea |
| nail clippers | N15 | 78 0 | 28 7 |
| | N4/S | 174 0 | — |
| | N4/M | 220 0 | — |
| | N4/L | 260 0 | — |
| nail files 4in | N2/4 | 26 0 | 14 3 |
| | N2/5 | 30 0 | 16 6 |
| | N2/6 | 36 0 | 19 9 |
| | N2/7 | 48 0 | 26 5 |
| nail file with handle | carded (6) | N16 | 33 6ea |
| scissors hot forged | straight nail | N13/N | 96 0 |
| straight cuticle | N13/C | 96 0 | 13 2 |
| bent nail | N14/N | 96 0 | 35 2 |
| bent cuticle | N14/C | 96 0 | 35 2 |
| scissors super quality | straight nail | N8/N | 186 0 |
| straight cuticle | N8/C | 186 0 | 25 7 |
| bent nail | N9/N | 186 0 | 68 2 |
| bent cuticle | N9/C | 186 0 | 68 2 |
| baby scissors | N12 | 162 0 | 59 5 |
| tweezers | | | |
| assorted | N3/AS5 | 41 0 | 22 6 |
| pointed | N3/P | 41 0 | 22 6 |
| straight | N3/S | 41 0 | 22 6 |
| oblique | N3/A | 41 0 | 22 6 |
| Nix (1482 Sandcrest) | | | |
| disposable bibs | 10 | 24 0 | — |
| Nocold (705 Kirby) † | | | |
| tablets | 12 | 20 0 | 7 4 |
| Norfer (901 Norton) | | | |
| (distributors 1545 Vestric) | | | |

| | Trade | Tax | Retail |
|--|------------|-------|--------|
| Nu-Cot (903 NPU) existing entry | | | D |
| Nu-Cot (903 NPU) wool | | | I |
| small | 8 6 | — | 1 0 |
| large | 29 8 | — | 3 6 |
| Nucta (1192 5GD) | | | D |
| Nu-Look (903 NPU) sunglasses | | | |
| N1 black, dark sherry | 21 5ea | 3ea | 36 0 |
| dark shell | 23 10ea | 3ea | 40 0 |
| N2 black, dark sherry | 19 1ea | 3ea | 32 0 |
| dark shell | 20 10ea | 3ea | 35 0 |
| N3 black, dark sherry, cool white, light shell | 19 1ea | 3ea | 32 0 |
| dark shell | 20 10ea | 3ea | 35 0 |
| N4 black, dark sherry, cool white, crystal, mauve shadow | 19 1ea | 3ea | 32 0 |
| dark shell | 20 10ea | 3ea | 35 0 |
| N5 black, dark sherry, cool white, crystal | 19 1ea | 3ea | 32 0 |
| dark shell | 20 10ea | 3ea | 35 0 |
| N6 black dark sherry, cool white, crystal, mauve shadow | 19 1ea | 3ea | 32 0 |
| dark shell | 20 10ea | 3ea | 35 0 |
| N7 clip-ons | 14 10ea | 3ea | 25 0 |
| N8 metal framed rimless | 20 10ea | 3ea | 35 0 |
| N9 metal framed with rim | 20 3ea | 3ea | 34 0 |
| Nu Moon (359 DDD) (distributors 366 DR & A) | | | D |
| (distributors 366 Dendron) | | | I |
| Numotac (1061 Riker)† tablets | 100 20 0ea | — | 30 0 |
| 500 90 0ea | — | — | 135 0 |
| Nu Nale (359 DDD) (distributors 366 DR & A) | | | D |
| (distributors 366 Dendron) | | | |
| Nurvlyfe (162 Bragg) food | 16oz 54 0 | — | 6 0 |
| Nutrament (171 BLL) liquid meal | 13oz 48 0 | — | 5 0 |
| Nystan (1176 5quibb) T5 twin pack | 26 6ea | — | 39 9 |
| Oculovis (607 Hilston) (vet.) | 22 0 | 8 0 | 3 5 |
| Odol (563 Hampshire) | | | |
| Odol (1038 R & C) | | | |
| Odormatik (803 MMP) aerosol dispenser bracket | 68 0 | — | 8 6 |
| Oestradin (901 Norton)†s4A (distributors 1545 Vestric) | | | |
| syrup 500ml | 10 0ea | — | — |
| 21 40 0ea | — | — | — |
| tablets dp100 | 5 0ea | — | — |
| dp500 | 20 0ea | — | — |
| syrup 16oz & 8oz | — | — | — |
| Oil of Ulay (496 Garsalle) 4oz | 96 0 | 52 9 | 16 4 |
| 6oz | 132 0 | 72 7 | 22 6 |
| Old Spice (1131 Shulton) after shave lotion | | | |
| 3712 | 54 9 | 29 4 | 9 6 |
| 3710 | 80 9 | 43 4 | 14 0 |
| travel pack 3719 | 60 9 | 32 7 | 10 6 |
| presentation pack 3711 | 137 3 | 73 7 | 23 9 |
| talcum 3734 | 46 3 | 24 10 | 8 0 |
| anti-perspirant spray 3886 | 34 6 | 18 6 | 6 0 |
| body talcum 3741 | 72 3 | 33 9 | 12 6 |
| 3742 | 47 6 | 25 6 | 8 3 |
| lime 3573 | 53 0 | 28 5 | 9 3 |
| Cologne for men 3722 | 62 0 | 33 3 | 10 9 |
| 3720 | 86 9 | 46 6 | 15 0 |
| deodorant aerosol 3876 | 59 3 | 31 9 | 10 3 |
| stick 3880 | 57 9 | 31 0 | 10 0 |
| stick lime 3587 | 62 0 | 33 3 | 10 9 |
| hairdressing aerosol 3672 | 47 6 | 25 6 | 8 3 |
| hair tonic 3940 | 66 6 | 35 8 | 11 6 |
| pre-electric shave 3611 | 67 9 | 36 4 | 11 9 |
| roll-on 3640 | 67 9 | 36 4 | 11 9 |
| shave mug refill 3701 | 49 0 | 17 6 | 7 9 |
| shaving bowl 3709 | 63 3 | 22 7 | 10 0 |
| lime 3969 | 68 0 | 24 4 | 10 9 |
| shaving cream lather 3820 | 47 3 | 16 11 | 7 6 |
| lime 3994 | 30 0 | 10 9 | 4 9 |
| brushless 3830 | 47 3 | 16 11 | 7 6 |
| shaving stick 3890 | 50 6 | 18 1 | 8 0 |
| smooth shave 3690 | 50 6 | 18 1 | 8 0 |
| lime 3591 | 56 0 | 20 0 | 8 11 |
| soap 3792 | 28 0 | 10 0 | 4 3 |
| Burley after shave lotion 3114 | 73 6 | 39 5 | 12 9 |
| 3110 | 108 3 | 58 1 | 18 9 |
| body shampoo 4101 | 91 9 | 32 10 | 14 6 |
| Cologne 3124 | 96 9 | 51 11 | 16 9 |
| 3120 | 131 6 | 70 6 | 22 9 |
| deodorant stick 3148 | 72 3 | 38 9 | 12 6 |

| | Trade | Tax | Retail |
|--|---------------|-------|--------|
| hairdressing aerosol | | | |
| 4172 | 63 6 | 34 1 | 11 0 |
| smooth shave 3154 | 61 6 | 22 0 | 9 9 |
| talcum 3141 | 65 0 | 34 10 | 11 3 |
| 3140 | 56 9 | 51 11 | 16 9 |
| Oraldene (1310 WW) existing entry | | | D |
| Oraldene (1310 WW) liquid | 200ml 54 0 | — | 6 9 |
| Orlane (1145 Sirex) cleansing moisture dew | — | — | 67 6 |
| royal jelly liquid eye balm | — | — | 36 0 |
| Orthocide (871 MCC) captan dust puffer | 50 0 | — | 6 3 |
| small 30 0 | — | — | 3 9 |
| garden fungicide with captan size 1 | 30 0 | — | 3 9 |
| 2 102 0 | — | — | 12 9 |
| 4 23 8ea | — | — | 35 6 |
| Ortho-Novin 1/50 (922 Ortho)†s4B tablets Dialpak | 21 5 10ea | — | 8 9 |
| Pushpak 21 5 10ea | — | — | 8 9 |
| 3-cycle 63 16 0ea | — | — | 24 0 |
| Orthoxicol (1263 Upjohn)†DDI syrup | 100ml 5 2ea | — | — |
| 500ml 22 10ea | — | — | — |
| 2oz & 16oz | — | — | — |
| Ostermilk (518 Glaxo) Nos. 1 and 2 1lb | 46 9 | — | 4 5 |
| Outdoor Girl (876 MP) eye colour collection | | | |
| 2G74 | 36 4 | 20 0 | 6 6 |
| eyelashes lower lashes 66 10 | 36 9 | 11 6 | — |
| eye shadow brush-on 2G31 | 24 8 | 13 7 | 4 3 |
| eye shadow stick gold rush 2J95 | 14 6 | 8 0 | 2 6 |
| Magic Touch 2G05 | 24 8 | 13 7 | 4 3 |
| Starry Eyes 2G33 | 24 8 | 13 7 | 4 3 |
| Brush On Finish 2G36 | — | — | — |
| Brush On Glow 2G08 | — | — | — |
| face powder 2G01 | — | — | — |
| lipstick frosty 2J15, 2J50 | — | — | — |
| liquid shadow 2G46 | — | — | — |
| mascara curl-on 2J25 | — | — | — |
| luxury 2J26 | — | — | — |
| perfume mist 2G71 | — | — | — |
| Ovamort (871 MCC)† 1pt | 50 0 | — | 6 3 |
| 1qt 76 0 | — | — | 9 6 |
| 1gal 17 0ea | — | — | 25 6 |
| 5gal 66 0ea | — | — | 88 0 |
| Ovulen 50 (1121 Searle)†s4B tablets | 21 5 10ea | — | 8 9 |
| Ozettes (761 Lilia-White) hankies | 16 4 1 | 7 6 | — |
| 40 10 0 | 1 5 | 1 4 | — |
| Ozo (761 Lilia-White) 2-ply toilet roll double | 21 2 | — | 2 5 |
| Pabyrn (930 P & B) dexamethasone snuff T5 capsules 0.5 mg | 10 6 4ea | — | — |
| 25 14 6ea | — | — | — |
| 9 10ea | — | — | — |
| outfit | — | — | — |
| Pacquin (1552 UL) hand cream | 41 11½ | 23 1 | 6 7 |
| hand lotion | — | — | — |
| Palmolive (280 CP) 5 pack minimum order | — | — | — |
| after shave lotion | — | — | — |
| shave cream regular or lime | 24 6 | 8 11 | 3 6 |
| shampoo regular or medicated | 38 3 | 13 11 | 4 0 |
| shaving stick (1½ doz) | 25 9 | 9 4 | 1 11 |
| (2 doz) | — | — | — |
| Paminal (1263 Upjohn)†s4A elixir | 500ml 27 10ea | — | — |
| 16oz | — | — | — |
| Paralgin (901 Norton)†DDI (distributors 1545 Vestric) tablets | dp100 8 7ea | — | — |
| Paratex (1582 Albion)† 150ml | 34 0 | 12 0 | 5 3 |
| 500ml 86 0 | 32 0 | 13 5 | — |
| 6oz & 16oz | — | — | — |
| 11 13 0ea | — | — | 19 6 |
| 21 25 0ea | — | — | 37 6 |
| 40 & 80oz | — | — | — |
| Parke-Davis (938 PD) adrenaline chloride solution bottle 1-1000 30ml | — | — | — |
| Passiorine (115 Bengue) 500ml | 144 0 | 52 9 | — |
| 16oz | — | — | — |
| 80oz | — | — | — |
| Paton's (1507 Paton) nail hardener | 32 8 | 17 7 | 5 6 |
| Pears (509 Gibbs) transparent soap | | | |
| toilet 10 6 | 3 10 | 1 4 | — |
| bath 15 8 | 5 9 | 2 0 | — |
| Penicals (Leo) existing entry | | | D |
| Penicals (747 Leo) Ts paediatric suspension 100ml | 7 0ea | — | 9 4 |

| | Trade | Tax | Retail |
|--|---------------|--------|--------|
| suspension 333mg 100ml | 13 4ea | — | 17 9 |
| tablets 333mg 100 | 42 9ea | — | 57 0 |
| Penidural (1352 Wyeth)†s4BT5 sulphas suspension | 100ml 15 0ea | — | 20 0 |
| 50ml | — | — | — |
| sulphas tablets | — | — | — |
| Perdilatal Forte (1154 5NP) tablets 6mg | 50 7 0ea | — | 10 6 |
| 250 23 0ea | — | — | 34 6 |
| 1000 80 0ea | — | — | 12 0 |
| Perform (366 DR & A) Perform (366 Dendron) Perifenil (1310 WW) Permco (607 Hilston) repellent (vet.) | 60 0 | 22 0 | 8 6 |
| 192 0 | 70 0 | 27 2 | — |
| Peroidin (809 M & W) tablets 50mg | 100 72 0 | 26 5 | 11 3 |
| dp500 27 6ea | — | — | 41 3 |
| dp1000 52 6ea | — | — | 78 9 |
| 200mg 100 96 0 | 35 3 | 15 0 | — |
| dp500 39 0ea | — | — | 58 6 |
| dp1000 75 0ea | — | — | 112 6 |
| Personality (366 DR & A) Personality (1377 R & A) Petrolagar (1352 Wyeth) 200ml | 28 0 | 11 0 | 4 0 |
| 8oz | — | — | — |
| P.H. (576 PH) snuff | 14 0 | 5 2 | 2 3 |
| Phenadene (705 Kirby)† tablets | 20 21 0 | 7 8 | 3 3 |
| Phenalac (607 Hilston) (vet.) | 12 15 0ea | — | 22 6 |
| Phenistix (843 ML) reagent strips | 50 9 7ea | — | 14 4 |
| Phenobarbitone (1153 SKF)†s4A 5pansule 60mg | 30 53 3 | — | 6 8 |
| 250 33 6ea | — | — | 50 3 |
| 100mg 30 59 3 | — | — | 7 5 |
| 250 37 3ea | — | — | 55 11 |
| 65mg & 97mg | — | — | — |
| Phocil (78 A5 & Co)†DDI 500ml | 12 6ea | — | — |
| 21 40 0ea | — | — | — |
| Phytocil (1295 Wade) cream tube | 2 0ea | 10ea | 3 9 |
| powder puffer bottle | 3 2ea | 1 2ea | 5 11 |
| Pifco (983 Pifco) hair dryer Princess | 1060 57 8ea | 20 7ea | 97 6 |
| sun lamp Mignon | 1022 235 11ea | 84 5ea | 399 0 |
| Pilease (78 A5 & Co) ointment | 20 0 | 7 4 | 3 3 |
| Pipergran (78 A5 & Co) 250g | 7 9ea | — | — |
| 500g 13 9ea | — | — | — |
| 1kg 25 9ea | — | — | — |
| Placidex (372 De Witt) syrup | 24 8 | — | 3 0 |
| Platts (1507 Paton) footpaste large | 19 3 | 6 11 | 3 0 |
| old pack | — | — | — |
| Ponds (256 CPL) dusting powder Dream flower | 58 6 | 32 2 | 9 6 |
| Posalflin (221 Camden)† ointment 14g | 32 0 | 11 9 | 5 0 |
| Pragmatar (1153 SKF) ointment | 28 0 | 10 3 | 4 5 |
| 25g 40 0ea | 14 8ea | 74 8 | — |
| 500g 40 0ea | — | — | — |
| Prednisone (969 Pfizer) tablets 1mg | 500 | — | — |
| Prepacol (894 Nicholas) Pretty Feet (1113 S & B) bottle | 38 3 | 19 4 | 6 0 |
| roll ball applicator | 44 8 | 22 7 | 7 0 |
| Primobolan (1479 5CL)†s4B tablets 1 mg | 30 4 2ea | — | 6 1 |
| 150 20 7ea | — | — | 29 11 |
| 500 64 7ea | — | — | 94 0 |
| 5mg 20 9 3ea | — | — | 13 6 |
| 100 35 3ea | — | — | 51 4 |
| 500 147 5ea | — | — | 214 6 |
| Primobolan depot (1479 5CL)†s4B ampoules 1ml | 1 12 10ea | — | 18 8 |
| 3 34 9ea | — | — | 50 7 |
| 20 207 7ea | — | — | 302 1 |
| Primobolan depot Citole (1479 5CL)†s4B disposable pack | 1 13 0ea | — | 18 11 |
| 3 35 9ea | — | — | 52 0 |
| Primodian (1479 5CL)†s4B tablets | 30 4 10ea | — | 6 11 |
| 150 18 1ea | — | — | 26 4 |
| Primodian depot (1479 5CL)†s4B ampoules 1ml | 1 9 7ea | — | 13 11 |
| 3 26 0ea | — | — | 37 10 |
| 20 136 0ea | — | — | 198 0 |
| Primodos (1479 5CL)†s4B tablets | 2 5 9ea | — | 8 4 |
| 20 48 11ea | — | — | 71 2 |
| Primogyn C (1479 5CL)†s4B tablets | 30 3 0ea | — | 4 5 |

| | Trade | Tax | Retail |
|-----------------------------------|-----------------------------|--------|--------|
| ogyn depot (1479 5CL) †s4B | | | |
| poules 10mg 1ml | 1 8 10ea | — | 12 10 |
| | 3 24 7ea | — | 35 9 |
| | 20 130 2ea | — | 189 5 |
| 100mg 1ml | 3 59 11ea | — | 87 2 |
| olut depot (1479 5CL) †s4B | | | |
| poules 125mg | 1 8 7ea | — | 12 6 |
| | 3 23 2ea | — | 33 9 |
| | 20 123 0ea | — | 179 0 |
| 250mg | 1 14 5ea | — | 21 0 |
| | 3 38 5ea | — | 55 11 |
| | 20 205 2ea | — | 298 7 |
| 500mg | 1 23 9ea | — | 35 8 |
| | 3 62 4ea | — | 93 6 |
| | 20 333 8ea | — | 500 6 |
| posable syringe | | | |
| 00mg | 2ml 24 3ea | — | 36 5 |
| olut depot Citole (1479 5CL) †s48 | | | |
| posable pack 125mg | 9 0ea | — | 13 1 |
| 250mg | 14 9ea | — | 21 6 |
| olut N (1479 5CL) †s4B | | | |
| lets 5mg | 30 22 2ea | — | 32 3 |
| | 100 61 5ea | — | 89 4 |
| | 500 260 1ea | — | 378 6 |
| | 1000 508 11ea | — | 740 7 |
| osiston (1479 5CL) †s4B | | | |
| poules 1ml | 1 10 5ea | — | 15 2 |
| | 3 27 10ea | — | 40 6 |
| | 20 147 7ea | — | 214 9 |
| oteston depot (1479 5CL) †s4B | | | |
| poules 1ml 50mg | 1 7 2ea | — | 10 5 |
| | 3 19 6ea | — | 28 5 |
| | 100mg 1 12 9ea | — | 18 7 |
| | 3 35 3ea | — | 51 4 |
| | 20 187 4ea | — | 278 8 |
| 250mg | 1 30 5ea | — | 44 3 |
| | 3 81 11ea | — | 119 2 |
| | 20 432 2ea | — | 628 11 |
| ol (1249 Trufoods) | | | |
| size | | | D |
| alude (1080 Rorer) †s4B | | | |
| istributors 324 Crookes) | | | |
| tablets | 100 20 0ea | — | — |
| | 1000 194 0ea | — | — |
| st (761 Lilia-White) | | | |
| let rolls | 5 8 | — | 7 |
| alspan (972 Pharmax) | | | D |
| sh (103 Beecham) | | | |
| unge and lemon | 24 8 5 6 | 3 6* | |
| | 29 11 6 7 | 4 0* | |
| | * Includes 3d for container | | |
| er Quosh | | | D |
| ekwate | | | D |
| tane (1153 5KF) | | | |
| tment | 25g 41 0 | — | 5 2 |
| | 1oz — | — | — |
| o (1091 Rybar) | | | |
| lets | 60 136 0 | 49 10 | 21 2 |
| | 150 27 0ea | 10 0ea | 47 6 |
| | 40 & 500 | | D |
| an (1023 Radiol) | | | |
| assage cream | 29 3 | 10 9 | 4 3 |
| | 2oz — | — | D |
| ex (430 Eucryl) | | | |
| m | 38 0 | 13 11 | 5 4 |
| ay | 50 0 | 18 4 | 7 1 |
| lo (333 Cupal) | | | |
| ative tablets | 36 18 9 | 6 2 | 2 11 |
| l bone marrow | | | D |
| firm (385 DG) | | | |
| | 112cc — | — | 65 6 |
| na (103 Beecham) | | | |
| ckcurrant drink | | | |
| andard | 32 3 | 7 2 | 4 2* |
| mily | 45 11 | 10 2 | 5 9* |
| | * Includes 3d for container | | |
| astilles | | | D |
| . (1480 Izal) | | | |
| owder puffer | 18 0 | — | 2 0 |
| mel (1063 Rimmel) | | | |
| h essence | 30 10 | 16 6½ | 5 3 |
| uty glove hand cream | 16 2 | 8 2 | 2 9 |
| ansing milk | 16 2 | 8 8 | 2 9 |
| ansing pads | 15 2 | 8 2 | 2 7 |
| d cream | 23 1 | 12 4½ | 3 11 |
| logne floral | 16 2 | 8 8 | 2 9 |
| pp-note | 39 8 | 21 3½ | 6 9 |
| mpressed powder | 15 2 | 8 2 | 2 7 |
| mpact | 32 4 | 17 4 | 5 6 |
| nti-shine | 15 2 | 8 2 | 2 7 |
| ranslucent | 25 0 | 13 5 | 4 3 |
| icle remover | 15 2 | 8 2 | 2 7 |
| odorant stick | 16 2 | 8 2 | 2 9 |
| ll-on | 30 10 | 16 6½ | 5 3 |
| olid gloss | 25 0 | 13 5 | 4 3 |
| liner brush | 16 8 | 5 11½ | 2 7 |
| liner cake | 15 2 | 8 2 | 2 7 |
| liner liquid | 15 2 | 8 2 | 2 7 |
| lashes | 58 10 | 31 6½ | 10 0 |
| al hair | 86 10 | 46 7 | 14 9 |
| ake-up | | | |
| ovmer pads | 15 2 | 8 2 | 2 7 |
| abinet | 118 6 | 56 2 | 19 6 |
| ncils | 15 2 | 8 2 | 2 7 |
| adow stick | 15 2 | 8 2 | 2 7 |
| ream | 15 2 | 8 2 | 2 7 |
| ompressed | 15 2 | 8 2 | 2 7 |

| | Trade | Tax | Retail |
|-------------------------------------|--------------|-------|--------|
| applicator | 23 1 | 12 4¼ | 3 11 |
| brush | 24 2 | 8 8 | 3 9 |
| palette | 36 9 | 19 8½ | 6 3 |
| ingernail outfit | 70 8 | 37 11 | 12 0 |
| adhesive refill | 17 8 | 9 5½ | 3 0 |
| remover refill | 17 8 | 9 5½ | 3 0 |
| golden lip gloss | 23 1 | 12 4¼ | 3 11 |
| hair care | 17 8 | 9 5½ | 3 0 |
| hair colour permanent | 36 9 | 19 8½ | 6 3 |
| hair colourant shampoo | 15 2 | 8 2 | 2 7 |
| hair set | 17 8 | 9 5½ | 3 0 |
| herbal face mask | 28 11 | 15 6½ | 4 11 |
| Hide and Heal stick | 16 2 | 8 8 | 2 9 |
| cake make-up | 16 2 | 8 8 | 2 9 |
| lash thickener | | | |
| mascara | 25 0 | 13 5 | 4 3 |
| lip and lid gloss | 23 1 | 12 4¼ | 3 11 |
| lip brush sable | 31 8 | 11 4 | 4 11 |
| lip glow pearly | 23 1 | 12 4¼ | 3 11 |
| lipstick | 15 2 | 8 2 | 2 7 |
| | 25 0 | 13 5 | 4 3 |
| moisturised | 30 10 | 16 6½ | 5 3 |
| liquid make-up | 15 2 | 8 2 | 2 7 |
| make-up brush | 35 5 | 12 8 | 5 6 |
| make-up stick | 28 11 | 15 6½ | 4 11 |
| mascara block | 15 2 | 8 2 | 2 7 |
| mascara roll-on | 16 2 | 8 8 | 2 9 |
| brush-on | 32 4 | 17 4 | 5 6 |
| moisturised skin food | 30 10 | 16 6½ | 5 3 |
| nail lacquer | 15 2 | 8 2 | 2 7 |
| pearlised | 17 8 | 9 5½ | 3 0 |
| remover | 16 2 | 8 8 | 2 9 |
| remover pads | 16 2 | 8 8 | 2 9 |
| nail strengthener | 17 8 | 9 5½ | 3 0 |
| oatmeal beauty pack | 15 2 | 8 2 | 2 7 |
| oatmeal soap | 15 7 | 5 7 | 2 5 |
| perfume floral | 25 0 | 13 5 | 4 3 |
| top-note | 39 8 | 21 3½ | 6 9 |
| powder puffs foam (3) | 17 8 | 9 5½ | 3 0 |
| velour (2) | 16 2 | 8 8 | 2 9 |
| rouge compressed | 16 2 | 8 8 | 2 9 |
| cream | 15 2 | 8 2 | 2 7 |
| skin toning lotion | 16 2 | 8 8 | 2 9 |
| spot cleaning face wash | 30 10 | 16 6½ | 5 3 |
| talcum | 17 8 | 9 5½ | 3 0 |
| translucent blush | 17 8 | 9 5½ | 3 0 |
| fluid make-up | 28 11 | 15 6½ | 4 11 |
| Whiteglow | 15 2 | 8 2 | 2 7 |
| Rinurel (1310 WW) | | | |
| linctus †DDI | 150ml 74 5 | 27 3 | 11 7 |
| | 125ml — | — | — |
| Ris (1029 Ratsouris) existing entry | | | D |
| Ris (1029 Ratsouris) | | | I |
| cymag dust † | 7lb 19 6ea | — | 29 3 |
| fumigant liquid (a) | | | |
| | 5gal 115 0ea | — | 172 6 |
| | 5gal 122 0ea | — | 183 0 |
| (b) | | | |
| rodenticides | | | |
| warfarin 5 blended | | | |
| | 7lb 13 6ea | — | 20 3 |
| | 28lb 32 0ea | — | 48 0 |
| | 56lb 62 6ea | — | 93 9 |
| insecticides | | | |
| chlordane emulsion | | | |
| | 1pt 15 0ea | — | 22 6 |
| | 1gal 70 6ea | — | 105 9 |
| liquid | | | |
| | 1gal 15 0ea | — | 22 6 |
| | 5gal 70 0ea | — | 105 0 |
| powder | | | |
| | 7lb 11 3ea | — | 16 11 |
| | 28lb 23 6ea | — | 35 3 |
| | 1cwt 87 0ea | — | 130 6 |
| DDT emulsion | | | |
| | 1gal 32 6ea | — | 48 9 |
| | 5gal 148 6ea | — | 222 9 |
| liquid | | | |
| | 1gal 18 0ea | — | 27 0 |
| | 5gal 72 0ea | — | 108 0 |
| powder | | | |
| | 7lb 19 0ea | — | 28 6 |
| | 28lb 60 0ea | — | 90 0 |
| | 1cwt 209 6ea | — | 314 3 |
| dispersable | | | |
| | 4lb 22 6ea | — | 33 9 |
| | 28lb 105 9ea | — | 158 8 |
| | 56lb 193 6ea | — | 290 3 |
| dieldrin emulsion 1pt | | | |
| | 1gal 15 0ea | — | 22 6 |
| | 1gal 79 0ea | — | 118 6 |
| powder | | | |
| | 7lb 12 9ea | — | 19 2 |
| | 28lb 19 6ea | — | 29 3 |
| | 1cwt 74 6ea | — | 111 9 |
| dispersable | | | |
| | 4lb 91 0ea | — | 136 6 |
| | 16lb 350 0ea | — | 525 0 |
| special spray | | | |
| | 1gal 20 0ea | — | 30 0 |
| | 5gal 78 0ea | — | 117 0 |
| Prince Regent lacquer | | | |
| | 1pt 11 6ea | — | 17 3 |
| | 1gal 79 0ea | — | 118 6 |
| Gammexane BHC | | | |
| dressing | | | |
| | 7lb 10 0ea | — | 15 0 |
| | 28lb 15 0ea | — | 22 6 |
| | 1cwt 57 0ea | — | 85 6 |
| dust | | | |
| | 7lb 10 6ea | — | 15 9 |
| | 28lb 17 3ea | — | 25 11 |
| | 1cwt 62 6ea | — | 93 9 |
| emulsion | | | |
| | 1pt 16 0ea | — | 24 0 |
| | 1gal 62 0ea | — | 93 0 |
| | 5gal 290 0ea | — | 435 0 |
| powder | | | |
| | 7lb 16 0ea | — | 24 0 |
| | 28lb 45 0ea | — | 67 6 |
| | 1cwt 175 0ea | — | 262 6 |
| dispersable | | | |
| | 4lb 29 0ea | — | 43 6 |
| | 14lb 90 0ea | — | 135 0 |
| | 56lb 320 0ea | — | 480 0 |
| wood preservative | | | |
| | 1gal 28 0ea | — | 42 0 |

| | Trade | Tax | Retail |
|------------------------------|-----------------------------|------|--------|
| 5gal | 110 0ea | — | 165 0 |
| 40gal | 750 0ea | — | 1125 0 |
| woodworm liquid | | | |
| | 1gal 17 6ea | — | 26 3 |
| | 5gal 65 0ea | — | 97 6 |
| | 40gal 400 0ea | — | 600 0 |
| malathion dispersable | | | |
| powder | | | |
| | 4lb 21 0ea | — | 31 6 |
| | 105 0ea | — | 157 6 |
| | 56lb 200 0ea | — | 300 0 |
| | 28lb 20 0ea | — | 30 0 |
| dusting powder | | | |
| | 1cwt 73 0ea | — | 109 6 |
| emulsion | | | |
| | 1pt 15 3ea | — | 22 11 |
| | 1gal 82 6ea | — | 123 9 |
| pyrethrum/PB spray | | | |
| | 1gal 45 0ea | — | 67 6 |
| | 5gal 220 0ea | — | 330 0 |
| powder | | | |
| | 7lb 29 0ea | — | 43 6 |
| | 28lb 95 0ea | — | 142 6 |
| | 1cwt 330 0ea | — | 495 0 |
| Robaxin (1071 Robins) †s4B | | | D |
| tablets | | | |
| | 500 mg packs of 100 and 500 | | |
| Safoin (63 Arnold) | | | |
| colour gloss oil | 50cc 66 0 | 36 0 | 11 3 |
| glamour hair rinse | | | |
| | 50cc 66 0 | 36 0 | 11 3 |
| skin and hair bleach | | | |
| | 160cc 66 0 | 36 0 | 11 3 |
| | 50g 58 0 | 32 0 | 9 11 |
| Salazopyrin (1497 PGBL) †s4B | | | |
| (distributors 1556 Farillon) | | | |
| tablets 0.5g | 500 123 6ea | — | 179 10 |
| Salter (1095 Salter) | | | |
| weighing machines 213 | | | 59 6 |
| | 202H — | — | 74 6 |
| Sanizal (1480 Izal) † | | | |
| disinfectant | large 17 3 | — | 1 11 |
| Sanoid (339 CG) | | | |
| bandages w.o.w. B.P.C. | | | |
| | 1in × 4yd 4 2 | — | 7 |
| | 1½ × 4yd 5 7 | — | 9 |
| | 2in × 4yd 7 0 | — | 11 |
| | 2½ × 4yd 8 5 | — | 1 1 |
| | 3in × 4yd 9 7 | — | 1 3 |
| | 4in × 4yd 12 5 | — | 1 7 |
| | calico 4in × 4yd 17 10 | — | 2 3 |
| cellulose tissue 1lb | 4 10ea | — | 6 5 |
| wadding 1lb | 3 2ea | — | 4 3 |
| cotton wool B.P.C. | | | |

| | Trade | Tax | Retail |
|-------------------------------------|----------------|---------|--------|
| Scheriproct (1479 SCL) †s1T5 | | | |
| ointment 10g | 1 8 7ea | — | 12 6 |
| suppositories | 6 4 8ea | — | 6 10 |
| | 120 60 11ea | — | 88 8 |
| Schick (1115 SI) | | | |
| electric shavers | | | |
| Cordless | 220E 203 11ea | 72 11ea | 344 10 |
| Custom | 209VV 84 8ea | 30 3ea | 143 2 |
| Lady Schick | 107E 87 7ea | 31 4ea | 148 1 |
| Super 3-speed | 233VV 152 11ea | 54 8ea | 258 7 |
| Schick (366 DR & A) | | | |
| Schick (1377 R & A) | | | |
| Schol's (Dr.) (1108 5MC) | | | |
| met lift supports pr | 80 0 | — | 10 0 |
| Poroplast bandage 3 in. | 63 0 | — | 7 6 |
| adhesive foam 6×3 in | 13 4 | — | 1 8 |
| anti-pressure pad | 13 4 | — | 1 8 |
| ankle & arch support | 48 0 | — | 6 0 |
| arch cushions | 100 0 | — | 12 6 |
| Ball-O-Foot cushions | | | |
| pr. | 27 4 | — | 3 5 |
| soft-step | 14 10 | — | 1 10 |
| Vi-step | 20 10 | — | 2 7 |
| balm with placenta | 81 0 | 44 7 | 15 0 |
| bath cubes pine (6) | 16 3 | 8 11 | 3 0 |
| bath salts | 11 0 | 6 1 | 2 0 |
| large | 20 10 | 11 6 | 3 10 |
| Bromidreol powder | 20 0 | 7 4 | 3 3 |
| bunion lotion | 21 0 | 7 8 | 3 5 |
| shield (foam ease) | 35 5 | — | 4 5 |
| (slim foam) | 16 0 | — | 2 0 |
| bunion reducer | 32 0 | — | 4 0 |
| corn calous salve | 21 0 | 7 8 | 3 5 |
| chilblain ointment | 26 0 | 9 6 | 4 3 |
| chiroprody felt | 16 0 | — | 2 0 |
| corn & callous file | 28 0 | 15 5 | 5 6 |
| felt corn & bunion pads | 13 4 | — | 1 8 |
| self-adhesive | 16 0 | — | 2 0 |
| fitting socklets | 20 0 | 2 9 | 2 10 |
| Fixo corn plasters | 12 3 | 4 6 | 2 0 |
| foam cushion pads | 16 0 | — | 2 0 |
| foot balm | 24 3 | 8 11 | 4 0 |
| large | 31 6 | 11 7 | 5 2 |
| foot powder | 20 0 | 7 4 | 3 3 |
| large | 28 0 | 10 3 | 4 7 |
| hard skin reducer | 11 0 | 6 1 | 2 0 |
| heel grip (superluxe) | | | |
| pr. | 10 3 | 1 5 | 1 5 |
| heel liner (Vi-grip) | 16 3 | 2 3 | 2 3 |
| Heel Pillo (latex foam) | 14 10 | 2 1 | 2 2 |
| insoles | | | |
| Air-Pillo men's | 20 0 | 2 9 | 2 9 |
| women's | 20 0 | 2 9 | 2 9 |
| knee warmer | 70 0 | 9 8 | 9 7 |
| Kurotex pads | 16 0 | — | 2 0 |
| nail clippers | 63 0 | 23 1 | 9 6 |
| Onixol | 21 0 | 7 8 | 3 5 |
| Protecto cushions | 13 4 | — | 1 8 |
| 51 | 56 0 | 20 6 | 9 0 |
| Sports kneecap | 77 0 | — | 9 7 |
| anklets | 77 0 | — | 9 7 |
| Tarso-pads | 13 4 | — | 1 8 |
| toe-cap | 12 10 | — | 1 7 |
| sleeve | 12 10 | — | 1 7 |
| flex | 32 0 | — | 4 0 |
| prop | 34 0 | — | 4 3 |
| separators | 10 0 | — | 1 3 |
| two drop corn | | | |
| remover | 21 0 | 7 8 | 3 5 |
| Walk Strates | 37 0 | 5 1 | 5 0 |
| Zino-pads | 12 3 | 4 6 | 2 0 |
| | 18 3 | 6 8 | 3 0 |
| Sea Jade (1355 Yardley) | | | |
| soap-on-a-rope | 60 0 | 22 0 | 8 6 |
| Seboderm (1007 PL) | | | |
| shampoo cream 20g | 22 0 | — | 2 9 |
| Secret of the Sea (385 DG) | | | |
| cream | | | |
| ½oz | — | — | 19 0 |
| 29cc | — | — | 42 0 |
| 58cc | — | — | 68 0 |
| emulsion | 40cc | — | 48 6 |
| Fashion Touch | 29cc | — | 24 6 |
| mask | 54cc | — | 24 9 |
| Secto (333 Cupal) | | | |
| liquid | | | |
| 16oz | — | — | 4 0 |
| 32oz | — | — | 6 6 |
| 128oz | — | — | 20 0 |
| Biosect plant food | — | — | — |
| D.D.T. | — | — | — |
| Secto-Kil (333 Cupal) | | | |
| green fly and aphid | — | — | — |
| spray | — | — | 4 11 |
| house and garden | — | — | — |
| powder | 7oz | — | 3 3 |
| fingertip dispenser | — | — | 4 9 |
| refill | — | — | — |
| garden pest liquid and | — | — | — |
| aerosol | — | — | — |
| liquid worm killer | — | — | — |
| Sedalby (115 Bengue) | | | |
| tablets | 250 | — | — |
| Selvigon (11153 SKF) | | | |
| tablets | — | — | — |
| Septex (901 Norton) | | | |
| (distributors 1545 Vestric) | | | |
| cream No. 2 dp454g | 13 7ea | — | — |

| | Trade | Tax | Retail |
|----------------------------------|------------|------------------------------------|---------|
| Sequestrene (871 MCC) | | | |
| size 1 | 54 0 | — | 6 9 |
| | 2 112 0 | — | 14 0 |
| | 3 24 0ea | — | 36 0 |
| | 4 46 8ea | — | 70 0 |
| | 5 89 0ea | — | 133 6 |
| Serene (1164 SSL) | | | |
| beauty cream | 31g | 52 6 | 28 3 |
| beauty cream | 50g | 73 3 | 4J 6 |
| | 85g | 114 10 | 61 9 |
| Seven Seas (176 BCLO) | | | |
| Formula 70 capsules | 30 | 62 0 | — |
| S. H. 420 (1479 SCL) †s4B | | | |
| tablets 10mg | 100 | 124 6ea | — |
| | 500 | 576 4ea | — |
| Sherleys (67 Ashe) | | | |
| cat collars | 48 0 | — | — |
| totals wormers cats or | | | |
| dog | 38 0 | — | 4 9 |
| liver snaps | 4lb | — | — |
| shampoo creme | — | — | — |
| Shine (412 Elida) | | | |
| hair conditioner aerosol | 6oz | 46 1 | 25 4 |
| Ship (62 A & C) | | | |
| combs loose | 2521 | — | 1 3 |
| | 2522, 2524 | — | 1 6 |
| | 2523 | — | 2 0 |
| combs in case | 2504 | — | 2 6 |
| | 2505, 2507 | — | 3 0 |
| | 2506 | — | 3 6 |
| nailbrushes | 2406 | — | 2 9 |
| | 2408 | — | 3 6 |
| Shloer (103 Beecham) | | | |
| liquid apples | 5oz | 20 2 | 4 6 |
| | 19½oz | 31 9 | 7 0 |
| | | (2 doz) | (2 doz) |
| | | 4 3* | 4 3* |
| | | * Includes 3d for container | |
| liquid apples | 19½oz | 31 9 | 7 0 |
| | | 4 0 | 4 0 |
| | | No container charge for large size | |
| Sidros (992 P & C) | | | |
| (distributors 372 De Witt) | | | |
| tablets | 5000 | 90 0ea | — |
| Si-Ko (351 Danning) | | | |
| (distributors 1101 Sangers) | | | |
| Silcot (786 Macdonald) | | | |
| sanitary towels wool | | | |
| size 0 | 12 | 23 3 | — |
| 1 | 6 | 14 0 | — |
| 1 | 12 | 25 9 | — |
| 2 | 12 | 31 3 | — |
| 3 | 12 | 35 11 | — |
| 4 | 12 | 43 8 | — |
| soluble | 12 | 21 1 | — |
| sanitary belts | | | |
| popular | 17 0 | 2 4 | 2 2 |
| trim line | 18 6 | 2 6 | 2 5 |
| de luxe | 18 6 | 2 6 | 2 5 |
| suedeline | 22 0 | 3 0 | 2 11 |
| Silf (1137 Silf) | | | |
| Simazine (871 MCC) | | | |
| weed killer | | | |
| size 1 | 20 0 | — | 2 6 |
| 2 | 66 0 | — | 8 3 |
| 3 | 13 0ea | — | 19 6 |
| 4 | 35 0ea | — | 52 6 |
| Simple (25 AS) | | | |
| (distributors 1363 Alcos) | | | |
| complexion soap | 11 5 | 4 2 | 1 9 |
| bath size | 19 6 | 7 2 | 3 0 |
| Sinequan (969 Pfizer) | | | |
| capsules 10mg | 100 | 21 0ea | — |
| | 500 | 100 0ea | — |
| | 100 | 29 9ea | — |
| 25mg | 500 | 140 0ea | — |
| | 100 | 49 0ea | — |
| Skels (1152 SK) | | | |
| instant jelly | 1pt | 15 0 | — |
| | 2pt | — | — |
| Skin Deep (76 Atkinson) | | | |
| cleansing cream jar | 49 7 | 26 7 | 8 5 |
| milk bottle | 52 1 | 27 11 | 8 10 |
| foundation cream | | | |
| tube | 31 11 | 17 1 | 5 5 |
| jar | 57 11 | 31 1 | 9 10 |
| liquid foundation | 56 11 | 30 6 | 9 8 |
| moisture milk bottle | 58 11 | 31 7 | 10 0 |
| nourishing cream jar | 58 11 | 31 7 | 10 0 |
| tube | 34 5 | 18 5 | 5 10 |
| skin freshener | 58 11 | 31 7 | 10 0 |
| soap beauty cream | — | — | — |
| Skinfare (76 Atkinson) | | | |
| cream | | | |
| 80 6 | 43 2 | 13 8 | |
| 129 8 | 69 6 | 22 0 | |
| 220 6 | 118 3 | 37 5 | |
| Skol (1113 S & B) | | | |
| sun tan lotion 110cc | 41 5 | 20 11 | 6 6 |
| gelee | — | — | — |
| Sleek (1155 S & N) | | | |
| plastic strapping | | | |
| 1in×2½yd | SK12X | 14 0 | — |
| 1in×5yd | SK15 | 23 1 | — |
| 2in×5yd | SK25 | 37 10 | — |
| 3in×5yd | SK35 | 50 5 | — |
| Sleepwell (705 Kirby) | | | |
| tablets | 16 | 17 0 | 6 3 |
| Slug Gard (1400 PBI) | | | |
| slug killer | 32 0 | — | 4 0 |

| | Trade | Tax | Retail |
|--|--------|--------|--------|
| Slugit (871 MCC) | | | |
| liquid | | | |
| 4oz | 34 0 | — | 4 3 |
| 8oz | 50 0 | — | 6 3 |
| 1pt | 112 0 | — | 14 0 |
| 1qt | 210 0 | — | 26 6 |
| ½gal | 31 0ea | — | 46 3 |
| Sniff (898 Northern) | | | |
| smelling bottle | 10 0 | 3 8 | 1 6 |
| Snowfire (563 Hampshire) | | | |
| Snowfire (1038 R & C) | | | |
| Sof'down (1349 LW) | | | |
| tie pants | (5) | 23 0 | — |
| | (4) | — | — |
| Soilicide (1400 PBI) | | | |
| No. 1 | 1 4ea | — | 2 0 |
| No. 2 | 2 8ea | — | 4 0 |
| Soothadent (810 Maw) | | | |
| teething liquid | 10cc | 28 0 | — |
| Soquette (115 SNP) | | | |
| solution | 10ml | 51 0 | — |
| | 110ml | 102 0 | — |
| Spaneph (1153 SKF) †s1 | | | |
| Spansules | 30 | 136 0 | — |
| | 250 | 88 6ea | — |
| Sparklets (183 BOC) | | | |
| spare parts | | | |
| body (Hostmaster) | 32 0ea | 4 5ea | 48 0 |
| Spic Span (761 Lilia-White) | | | |
| kitchen towels | 32 9 | 4 6 | 4 2 |
| Spot (1400 PBI) weed killer | | | |
| Sta-blond (1113 S & B) | | | |
| shampoo bottles 80cc | 26 6 | 8 10 | 3 9 |
| Steedmans (1113 S & B) | | | |
| teething jelly | 23 0 | 7 8 | 3 3 |
| Sterisol (1310 WW) | | | |
| Strepolene (607 Hilston) | | | |
| (vet.) | | | |
| | 36 0 | 13 0 | 5 7 |
| | 204 0 | 75 0 | 31 9 |
| Stress (57E FYP) | | | |
| | 7lb | 30 0ea | — |
| | 14lb | 50 0ea | — |
| Stugeron (666 Janssen) | | | |
| tablets | 50 | 11 3ea | — |
| Sucron (67 Ashe) | | | |
| cookery liquid | | | |
| Sulphetrone (208 EW) | | | |
| Sunsilk (509 Gibbs) | | | |
| shampoo sachet | 6 3 | 2 | 11 |
| Supersoft (563 Hampshire) | | | |
| Supersoft (1038 R & C) | | | |
| Sure (509 Gibbs) existing entry | | | |
| Sure (509 Gibbs) | | | |
| deodorants | | | |
| aerosol mist | 34 9 | 19 1 | 5 6 |
| aerosol powder | 42 2 | 23 2 | 6 7 |
| anti-perspirant aerosol | 50 2 | 27 7 | 7 11 |
| roll-on | 33 2 | 18 3 | 5 3 |
| spray | 27 7 | 15 2 | 4 4 |
| Sweetex (751 LL) | | | |
| dispenser | 250 | 31 6 | — |
| Sweet'n Easy (509 Gibbs) | | | |
| Syntometrine (1098 Sandoz) †s4B | | | |
| ampoules 1ml | 100 | 57 6ea | — |
| Syrofans (1582 Albion) | | | |
| 150ml | 34 0 | 12 0 | 5 3 |
| 500ml | 86 0 | 32 0 | |

| | Trade | Tax | Retail | |
|-------------------------------|----------|--------|--------|---|
| Acyn-P (969 Pfizer) T5 | | | | D |
| Acyn-SF (969 Pfizer) T5 | | | | |
| sules 100 | 42 0ea | — | 63 0 | |
| My Colour (1216 Technique) | | | | |
| colourant | 60 9 | 32 7 | 10 6 | |
| p (1480 Izal) | | | | |
| cle | 27 0 | — | 3 0 | |
| ch cleaning pad | 27 0 | — | 3 0 | |
| thaleene moth | | | | |
| ills | 18 0 | — | 2 0 | |
| ckleeners | 49 6 | — | 2 9 | |
| (2doz) | | | | |
| a-Blem (690 Keldon) | | | | |
| am 20g | 43 7 | 15 7 | 6 9 | |
| (871 MCC) | | | | |
| 1pt | 54 0 | — | 6 9 | |
| 1qt | 94 0 | — | 11 9 | |
| 1gal | 21 8ea | — | 32 6 | |
| 5gal | 90 0ea | — | 120 0 | |
| ties (64 ACL) | | | | |
| illes menthol & | | | | |
| calyptus | 5 2 | 1 10 | 9 9 | |
| dex (930 P & B) | | | | D |
| an's (1235 Tidman) | | | | |
| salt bath carton | 29 9 | 10 11 | 4 2 | |
| 14lb | 48 3 | 17 9 | 6 10 | |
| 56lb | 114 6 | 42 0 | 16 3 | |
| 1cwt | 34 3ea | 12 7ea | 55 2 | |
| 12oz | 61 0ea | 22 5ea | 97 0 | |
| 1½lb | 29 6 | — | 3 3 | |
| e sea salt | 29 6 | — | 3 3 | |
| editerranean | 29 6 | — | 3 3 | |
| lox (563 Hampshire) | | | | D |
| ilox (1038 R & C) | | | | |
| nee Tippee (1412 Jackel) | | | | |
| ling aprons | 32 0 | — | 3 11 | |
| ling bibs | 12 0 | — | 1 6 | |
| ll time bib set (3) | 48 0 | — | 5 11 | |
| nz (563 Hampshire) | | | | D |
| inz (1038 R & C) | | | | I |
| ass (1400 PBI) existing entry | | | | D |
| lass (1400 PBI) | 7 0ea | — | 10 6 | I |
| ose (1400 PBI) | | | | |
| ew spray 2oz | 2 0ea | — | 3 0 | I |
| 4oz | 3 4ea | — | 5 0 | |
| e (1113 5 & B) | | | | |
| de Cologne 22cc | — | — | 8 9 | |
| 47cc | — | — | 14 6 | |
| 85cc | — | — | 25 6 | |
| d cream 140cc | — | — | 7 6 | |
| lume small | — | — | 10 6 | |
| um 95g | — | — | 9 6 | |
| de toilette aerosol | — | — | — | D |
| ol (1154 5NP) | | | | |
| tion 10ml | 51 0 | — | 5 4 | |
| 50ml | 93 0 | — | 10 10 | |
| ol (452 FBA) | | | | |
| oules 25,000 k.i.u. | | | | |
| 5ml x 25 | 535 4ea | — | 803 0 | |
| 000 k.i.u. | | | | |
| 10ml x 5 | 329 6ea | — | 494 3 | |
| 10ml x 25 | 1476 6ea | — | 2214 9 | |
| etts (1552 UL) | | | | |
| c finger | 22 6 | 4 11½ | 2 11 | I |
| uries | 45 0 | — | 5 0 | |
| king chocolate | 17 0 | — | 2 5 | D |
| inic (1303 Wander) †s7 | | | | |
| p 1 litre | 26 0ea | — | — | |
| esic (1303 Wander) †s7 | | | | |
| r 1 litre | 29 6ea | — | — | |
| ridol (922 Ortho) †s4B | | | | |
| p 500ml | 31 10ea | — | 47 9 | |
| x-Ad (208 BW) | | | | |
| ine diphtheria, tetanus | | | | |
| pertussis (adsorbed) | | | | |
| 5 ml | 3 30 0 | — | 3 9 | |
| 5ml | 64 0 | — | 7 9 | |
| od (1249 Trufood) | | | | |
| (I) 454g | 149 9 | — | 19 9 | |
| izol (837 M5D) †s4B | | | | |
| ets 50mg | 100 | 36 0ea | 54 0 | |
| ette (491 GB) | | | | D |
| ette (800 TM) | | | | |
| Williams (543 BGL) | | | | |
| am small | 28 0 | 10 3 | 4 3 | |
| large | 39 11 | 14 8 | 6 1 | |
| (506 Gerhardt) | | | | |
| ributors 366 DR & A) | | | | D |
| ributors 1377 R & A) | | | | |
| ans (901 Norton) † | | | | |
| ributors 1545 Vestric) | | | | |
| 500ml | 7 0ea | — | — | |
| 21 | 25 0ea | — | — | |
| 16oz & 80oz | — | — | — | D |
| Jel (969 Pfizer) | | | | D |
| erm (837 M5D) | | | | |
| 25g | 2 2ea | — | 3 3 | |
| 1oz | — | — | — | D |
| 496 Garsalle) | | | | |
| in night cream | | | | |
| 80g | 96 0 | 52 9 | 16 4 | |
| lanum (1479 5CL) TS | | | | |
| m plain 10g | 5 10ea | — | 8 6 | |

| | Trade | Tax | Retail | |
|------------------------------------|-----------|-----------|--------|---|
| 30g | 14 7ea | — | 21 3 | |
| 50g | 22 2ea | — | 32 3 | |
| lotion plain | 20ml | 8 7ea | 12 6 | |
| ointment | 10g | 6 0ea | 8 9 | |
| 30g | 15 4ea | — | 22 4 | |
| 50g | 23 2ea | — | 33 9 | |
| plain | 10g | 5 10ea | 8 6 | |
| 30g | 14 7ea | — | 21 3 | |
| 50g | 22 2ea | — | 32 3 | |
| Ultraproct (1479 5CL) †s1T5 | | | | |
| ointment | 10g | 5 2ea | 7 9 | |
| 30g | 13 2ea | — | 19 9 | |
| suppositories | 12 7 7ea | — | 11 5 | |
| 24 | 13 2ea | — | 19 9 | |
| combipack | 10 9ea | — | 16 2 | |
| Uristix (843 ML) | | | | |
| reagent strips | 50 | 8 4ea | 12 6 | |
| Urobilistix (843 ML) | | | | |
| reagent strips | 50 | 14 5ea | 21 7 | |
| Urokinase (747 Leo) existing entry | | | | D |
| Urokinase (747 Leo) | | | | |
| powder 5000iu vial | 195 0 | — | 260 0 | |
| 25000 iu vial | 555 9ea | — | 741 0 | |
| reference standard | | | | |
| vial | 15 5ea | — | — | |
| Urolucosil 1310 WWV †s4B | | | | I |
| suspension 300ml | 10 6ea | — | 15 9 | |
| 125ml | — | — | — | D |
| Vagadil Alk (1582 Albion) †DDI | | | | |
| tablets | 20 26 0 | 10 0 | 4 1 | |
| dp 100 | 76 0 | — | 9 6 | |
| dp 250 | 15 0ea | — | 22 6 | |
| Vapex (695 TK) | | | | |
| inhalant | 22 0 | 8 1 | 3 6 | |
| pastilles | 17 0 | 6 3 | 2 9 | |
| Vaderm (930 P & B) | | | | D |
| V-Cil-K (413 Lilly) | | | | D |
| syrup 125mg/5ml 30ml | | | | D |
| Vitepron (930 P & B) | | | | D |
| Veltis (115 Bengue) | | | | D |
| cream perfumed 1lb | | | | D |
| unperfumed 1lb | | | | D |
| Velvas (1400 PBI) | | | | |
| lawn sand | ctn 3 0ea | — | 4 6 | |
| 7lb | 4 8ea | — | 7 0 | |
| 14lb | 7 8ea | — | 11 6 | |
| 56lb | 21 4ea | — | 32 0 | |
| 1cwt | 38 4ea | — | 57 6 | |
| Vermiculite (1400 PBI) | | | | |
| Virol (152 Bovril) 250g | 34 10 | — | 3 7 | |
| 500g | 57 10 | — | 6 0 | |
| old packs | — | — | — | D |
| Viscopaste (1155 5 & N) | | | | |
| zinc paste bandage | 37 0 | — | 4 4 | |
| 3½ x 6yd | 37 0 | — | 4 4 | |
| P.B.7 3½ x 6yd | — | — | — | |
| Vocalzone (1290 Vocalzone) | | | | |
| (distributors 381 Dols) | | | | |
| Volidan (179 BDH) †s4B | | | | |
| tablets | 20 4 4ea | — | 6 6 | |
| Volidan 21 (179 BDH) †s4B | | | | |
| tablets | 21 4 4ea | — | 6 6 | |
| Wade's (1295 Wade) | | | | |
| 5ecaderm salve 15g | 1 7ea | 7ea | 3 0 | |
| 42.5g | 3 4ea | 1 2ea | 6 2 | |
| Wate-on (366 DR & A) | | | | D |
| Wate-on (366 Dendron) | | | | D |
| Weed-a-Lawn (1400PBI) | | | | |
| Weerifoot (705 Kirby) | | | | |
| corn cure 7ml | 15 0 | 5 6 | 2 4 | |
| Wella (1318 Wella) | | | | |
| herbal creme rinse | | | | |
| sachet | 28 0 | 15 5 | 1 3 | |
| (4 doz) | 44 0 | (4 doz) | 7 6 | |
| bottle | — | 24 2½ | — | |
| Wellcome (208 BW) | | | | |
| influenza split virus | | | | |
| vaccine (inactivated | | | | |
| deoxycholate treated | | | | |
| bivalent 1ml | 10 8ea | — | 16 0 | |
| 10ml | 85 4ea | — | 128 0 | |
| Welldorm (1154 5NP) †s4B | | | | |
| elixir 150ml | 5 6ea | — | 8 3 | |
| 500ml | 14 0ea | — | 21 0 | |
| tablets 650mg | 50 6 6ea | — | 9 9 | |
| 250 | 24 0ea | — | 36 0 | |
| 150mg | 25 2 6ea | — | 3 9 | |
| 500 | 16 9ea | — | 25 2 | |
| Wescodyne Surgical (115 Bengue) | | | | D |
| 80oz & 5 gal | | | | |
| Wilkinson (1339 Wilkinson) | | | | |
| Super Sword Edge | | | | |
| blades | 5 58 2 | 21 4 | 4 4 | |
| (25 pkts) | — | (25 pkts) | — | |
| Williams (255 Chembro) | | | | |
| Lectric 5have glide on | | | | |
| 83cc | 51 8 | 28 5 | 8 0 | |
| Ice Blue | | | | |
| Aqua Cologne 55cc | 51 8 | 28 5 | 8 0 | |
| 110cc | 83 8 | 46 0 | 13 0 | |
| Aqua Velva after-shave | | | | |
| 55cc | 41 10 | 23 0 | 6 6 | |
| 110cc | 67 10 | 37 3½ | 10 6 | |
| deodorant stick 40g | 50 0 | 27 6 | 7 9 | |
| talcum powder 90g | 50 0 | 27 6 | 7 9 | |
| Winlam (615 H & M) | | | | |
| 12 | 50 0 | 18 4 | 7 9 | |

| | Trade | Tax | Retail | |
|-------------------------|--------|------|--------|---|
| Wintogeno (491 GB) | | | | D |
| Wintogeno (800 TM) | | | | |
| Woolulose (339 CG) | | | | |
| household wool | 16 7 | — | 2 1 | |
| Xylocaine (68 Astra) | | | | |
| plain ampoules | | | | |
| 1% x 2ml 100 | 37 6ea | — | — | |
| Xylodase (68 Astra) | | | | |
| tube 15g | 4 0ea | — | — | |
| Yardley (1355 Yardley) | | | | |
| soap-on-a-rope | 60 0 | 22 0 | 8 6 | |
| Yaxa (366 DR & A) | | | | D |
| Yaxa (366 Dendron) | | | | I |
| Youthexa (63 Arnold) | | | | |
| after-hair lotion 100cc | 66 0 | 36 0 | 11 3 | |
| anti-grease scalp pack | | | | |
| 100cc | 66 0 | 36 0 | 11 3 | |
| astringent cream | | | | |
| 100cc | 66 0 | 36 0 | 11 3 | |
| 110 0 | 61 0 | — | 18 10 | |
| blackhead remover | | | | |
| outfit 110cc | 110 0 | 61 0 | 18 10 | |
| cleansing cream | | | | |
| 110 0 | 61 0 | — | 18 10 | |
| easy hair tint 50cc | 66 0 | 36 0 | 11 3 | |
| hair Grokair | 66 0 | 36 0 | 11 3 | |
| hair tinting crayon | 58 0 | 32 0 | 9 11 | |
| hair remover stick | 44 0 | 24 0 | 7 6 | |
| 66 0 | 36 0 | — | 11 3 | |
| pine shampoo 110cc | 38 0 | 14 0 | 5 11 | |
| powderstone hair | | | | |
| eraser | 110 0 | 61 0 | 18 10 | |
| skin food 25cc | 66 0 | 36 0 | 11 3 | |
| 50cc | 110 0 | 61 0 | 18 10 | |
| tonic clay pack 110cc | 66 0 | 36 0 | 11 3 | |
| tonic eyelash cream | 58 0 | 32 0 | 9 11 | |
| wrinkle cream 25cc | 66 0 | 36 0 | 11 3 | |
| 50cc | 110 0 | 61 0 | 18 10 | |

NEW from Co-Caps



Imipramine

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.: Purchase Tax per Dox.: Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance: italic figures (2 9) that it is recommended by the manufacturers: and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

| | Trade | Tax | Retail | |
|---------------------------------|----------------|--------|--------|---|
| All Fours (1068 Roberts) | | | | A |
| cough mixture | 15 0 | 5 6 | 2 3 | |
| B.F.I. (837 MSD) | | | | A |
| powder | 7g 28 0 | 10 0 | 4 4 | |
| | 15g 42 0 | 15 0 | 6 6 | |
| Buto (128 Biometrica) | | | | A |
| hair remover | 24.5g 23 6 | 12 7 | 4 0 | |
| | 34 4 | 18 5 | 5 10 | |
| | 51g 37 8 | 20 2 | 6 5 | |
| leg lotion | 70g | | | |
| Clarke's (764 L&M) | | | | A |
| blood mixture | 150ml 26 5 | 9 9 | 3 9 | |
| | 227.3ml 37 0 | 13 7 | 5 3 | |
| | 454.6ml 60 0 | 22 0 | 8 6 | |
| | 1136.5ml 120 0 | 44 0 | 16 9 | |
| tablets | 30 22 8 | 8 4 | 3 3 | |
| | 54 35 6 | 13 0 | 5 0 | |
| medicated soap | 85g 11 0 | 4 0 | 1 6 | |
| salve | 28.3g 24 9 | 9 1 | 3 6 | |
| | 85g 37 0 | 13 7 | 5 3 | |
| | 170g 60 0 | 22 0 | 8 6 | |
| skin lotion | 113.6ml 20 0 | 7 4 | 2 10 | |
| Compactoid (339 CG) | | | | D |
| first aid outfit girl guides | | | | |
| Coopers (295 CM & R) | | | | R |
| worm capsules small | 11 8 | 4 3 | 1 10 | |
| large | 13 8 | 5 0 | 2 2 | |
| Cosaldon (117 BPL) | | | | D |
| Cosaldon (614 Hoechst) | | | | I |
| Croupline (1068 Roberts) | | | | A |
| cough syrup | 22 1 | 8 1 | 3 3 | |
| | 44 2 | 16 2 | 6 4 | |
| Culmak (332 Culmak) | | | | A |
| shaving brushes | | | | |
| Spartan | 33 9 | 12 4 | 5 3 | |
| Junior | 41 9 | 15 4 | 6 6 | |
| Traveller | 48 3 | 17 8 | 7 6 | |
| Chum | 61 0 | 22 4 | 9 6 | |
| Senior | 74 0 | 27 3 | 11 6 | |
| 5aloon | 106 0 | 38 10 | 16 6 | |
| 50/50 | 177 0 | 65 0 | 27 6 | |
| 50/50 Traveller | 196 0 | 71 10 | 30 6 | |
| Prince | 212 0 | 77 8 | 33 0 | |
| 50/50 Mark II | 289 0 | 106 0 | 45 0 | |
| No. 30 | 225 0 | 82 6 | 35 0 | |
| No. 40 | 309 0 | 113 4 | 48 0 | |
| No. 55 | 405 0 | 148 6 | 63 0 | |
| Sovereign | 440 0 | 161 3 | 68 6 | |
| No. 84 | 566 0 | 207 6 | 88 0 | |
| No. 86 | 675 0 | 247 6 | 105 0 | |
| Super | 706 0 | 258 10 | 110 0 | |
| Day-Vits (705 Kirby) | | | | • |
| tablets | 15 36 0 | — | 5 0 | |
| Drummer (1368 Chiswick) | | | | D |
| dyes | | | | |
| Drummer (1068 Roberts) | | | | I |
| dyes | 13 3 | — | 1 9 | |
| Eylure (443 Eylure) | | | | • |
| brush on make-up set | | | | |
| refill | 25 2 | 13 2 | 4 3 | |
| model eyes refill | 20 8 | 10 10 | 3 6 | |
| Fam-Lax (1068 Roberts) | | | | A |
| tablets | 9 5 | 3 5 | 1 6 | |
| | 17 8 | 6 6 | 2 9 | |
| Formacaine (1386 TP) | | | | I |
| (distributors 1345 GOW) | | | | |
| Formamint (1386 TP) | | | | I |
| (distributors 1345 GOW) | | | | |
| Fuji (565 Hanimex) | | | | I |
| cine film single 8 | | | | |
| black and white | | | | |
| | R50 — | — | 25 2 | |
| | R200 — | — | 25 2 | |
| Fujica (565 Hanimex) | | | | R |
| camera 35mm | | | | |
| Compact with case | — | — | 709 6 | |
| camera cine single 8 | | | | |
| P1 | — | — | 660 0 | |
| Z2 | — | — | 2140 0 | |
| Z600 | — | — | 3800 0 | |

| | Trade | Tax | Retail | |
|--|------------|-------|--------|---|
| Furacin (1153 SKF) | | | | • |
| ointment | 25g 31 0 | — | 3 11 | |
| | 500g 28 0 | 0ea | 42 0 | |
| | 1oz & 16oz | — | — | D |
| Hanimex (565 Hanimex) | | | | |
| cameras super 8 | | | | |
| Loadmatic M100 | — | — | 430 0 | A |
| M200 | — | — | 630 0 | I |
| MP808 | — | — | 1999 6 | |
| flash equipment | | | | |
| electronic TX60 | — | — | 199 6 | A |
| TX70 | — | — | 239 6 | |
| flashgun cube flash | — | — | 32 6 | |
| auto | — | — | 59 6 | |
| lightmeters L8C | — | — | 89 6 | |
| PR45 | — | — | 85 0 | |
| Sekonic L28C | — | — | 439 6 | |
| Sekonic auto-lumi | | | | |
| L86 | — | — | 110 0 | |
| marine L164 | — | — | 1100 0 | |
| projectors cine | | | | |
| Loadmatic 880 | — | — | 799 6 | I |
| projectors slide | | | | |
| La Ronde 2000EF | — | — | 1519 6 | |
| 2000TEF | — | — | 1599 6 | |
| Rondette 400s | — | — | 459 6 | |
| 1200s | — | — | 659 6 | |
| 1200A | — | — | 859 6 | |
| 1200RF | — | — | 999 6 | |
| Intalbut (1490 IAP5) | | | | D |
| la-But (1490 IAP5) | | | | I |
| Intaloxine (1490 IAP5) | | | | D |
| la-Loxin (1490 IAP5) | | | | I |
| Intalpen (1490 IAP5) | | | | D |
| la-Pen (1490 IAP5) | | | | I |
| Intalpram (1490 IAP5) | | | | D |
| la-Pram (1490 IAP5) | | | | I |
| Intalsolone (1490 IAP5) | | | | D |
| Insolone (1490 IAP5) | | | | I |
| Intalsone (1490 IAP5) | | | | D |
| Insone (1490 IAP5) | | | | I |
| Jeyes (671 Jeyes) | | | | |
| toilet flats | | | | A |
| baby soft single | 27 5 | — | 1 1 | |
| | (3doz) | — | — | |
| double | 26 1 | — | 1 11 | |
| | (1½ doz) | — | — | |
| Kaykill (1068 Roberts) existing entry | | | | D |
| Kaykill (1068 Roberts) | | | | I |
| rodenticide | | | | |
| drum No.1 | 13 8 | — | 1 9 | |
| No.2 | 31 3 | — | 4 0 | |
| bag No.3 | 109 3 | — | 14 0 | |
| No.4 | 222 3 | — | 28 6 | |
| Kay's (1068 Roberts) | | | | A |
| linseed compound | 17 9 | 6 6 | 2 8 | |
| | 34 9 | 12 9 | 5 2 | |
| Keybells (1068 Roberts) | | | | A |
| glycerine and honey | 13 6 | 5 0 | 2 0 | |
| glycerine, lemon and | | | | |
| ipecac | 13 6 | 5 0 | 2 0 | |
| Mist. bismuth brom. conc. (576 PH) † | | | | A |
| dp 500ml | 12 6ea | — | — | |
| dp 2l | 45 0ea | — | — | |
| Morgan's (861 MPC) existing entry | | | | D |
| Morgan's (861 MPC) | | | | I |
| hair colour restorer | | | | |
| 170cc | 32 2 | 17 8 | 5 7 | |
| hair darkening cream | | | | |
| tube 100g | 40 0 | 22 0 | 7 6 | |
| pomade tube 50g | 29 0 | 15 11 | 4 9 | |
| jar 50g | 29 0 | 15 11 | 4 9 | |
| 100g | 43 6 | 23 11 | 7 1 | |
| 200g | 60 0 | 33 0 | 10 0 | |
| perfumed | | | | |
| 25g | 26 6 | 14 7 | 4 5 | |
| tube 50g | 40 0 | 22 0 | 6 8 | |
| jar 50g | 40 0 | 22 0 | 6 8 | |
| 200g | 90 0 | 49 6 | 15 0 | |
| shampoo cream 55cc | 15 6 | 5 8 | 2 3 | |
| liquid 55cc | 15 6 | 5 8 | 2 3 | |

| | Trade | Tax | Retail |
|---------------------------------|--------|--------|--------|
| anti-dandruff | 55cc | 15 6 | 5 8 |
| Normenon (1584 Syntex) | | | 2 3 |
| Novara (128 Biometrica) | | | |
| cleanser | 83g | 40 9 | 21 10 |
| Roberts (1068 Roberts) | | | |
| aspirin B.P. | 25 | 5 2 | — |
| | 100 | 13 0 | — |
| children's soluble | 30 | 10 6 | 3 10 |
| bismuth lozenges | | | 1 7 |
| glycerine, lemon & | | | 1 9 |
| honey | | | |
| glycerine, lemon & | | | |
| ipecac | | | 2 0 |
| hair cream | | | 2 8 |
| Indian Brandee | | | 2 6 |
| liquid paraffin | | | 2 3 |
| olive oil | | | 1 10 |
| white petroleum jelly | | | |
| BP | | 9 6 | — |
| | | 14 6 | — |
| | | 21 11 | — |
| zinc & castor oil cream | | 11 1 | — |
| | | 15 6 | — |
| | | 24 5 | — |
| baby powder | | — | — |
| pine vapour rub | | — | — |
| Roter (444 FAIR) | | | |
| tablets | 40 | 75 0 | 27 0 |
| | 120 | 216 0 | 79 0 |
| | 360 | 51 6ea | — |
| | 720 | 97 6ea | — |
| Sanoid (339 CG) | | | |
| baby pants | 18 0 | — | 2 3 |
| Simbix (173 Britanol) | | | |
| (distributors 67 Ashe) | | | |
| chocolate nut cookies | 37 0 | — | 4 2 |
| Skol (1113 5&B) | | | |
| Sungold | | | |
| creme | 120cc | 60 6 | 30 7 |
| lotion | 120cc | 57 4 | 29 0 |
| moisturising creme | | | |
| | 70g | 54 2 | 27 4 |
| oil aerosol | 135g | 80 2 | 40 3 |
| tansaver after sun | | | 12 6 |
| moisturiser | 150cc | 60 6 | 30 7 |
| Sopronol (1352 Wyeth) | | | |
| ointment | 25g | 24 0 | 9 0 |
| 1oz | — | — | 3 5 |
| Streptomycin (378 Dista) | | | |
| sulphate 5.0g single-vial | | | |
| Topgard (1400 PBI) | | | |
| gun | 2 4ea | — | 3 6 |
| Unigest (1367 Unigreg) | | | |
| capsules dp 120 | 30 9ea | — | — |
| Verton (1176 Squibb) | | | |
| Villescon (145B) †s4B | | | |
| (distributors 501 Geigy) | | | |
| liquid | 150ml | 79 0 | 28 11 |
| 120ml | — | — | 12 3 |
| Woof (295 CM&R) | | | |
| | 36 6 | 8 1 | 1 3 |
| | (4doz) | (4doz) | — |
| Zubes (1068 Roberts) | | | |
| cough sweets | 10 1 | 3 8 | 1 6 |
| cough mixture | 19 0 | 7 0 | 2 9 |

AMENDMENTS TO KEY TO SUPPLIERS
1345 GOW=G. O. Woodward & Co. Ltd., For Works, Charlbury, Oxon, 0608-81369.

Stop press

| | | | |
|---|-------|------|------|
| Carnate (365 Demuth) | | | |
| (distributors 1377 R & A) | | | |
| nail polish conditioner | 33 10 | 17 8 | 5 6 |
| Casilan (518 Glaxo) | | | |
| 8oz | 65 0 | — | 7 0 |
| 40oz | — | — | — |
| Cycloserine with INH (413 Lilly) | | | |
| Innox (654 Innox) | | | |
| cream satin | — | — | 10 6 |
| satin bloom | — | — | 10 6 |
| Nilerge (649 ICI) | | | |
| syrup | 500ml | — | — |



Chemists have a special problem in finding shelves and display cases that are space-saving, strong enough to support a wide range of products, yet attractive and accessible for impulse buying. Radmans, of Regent Road, Salford, found an answer with these Umdasch display units supplied by Arthur Wardle. In addition bins were fitted to display cases

did not inspect the side walls, because of the more direct central traffic route.

This defect was corrected by installing a low-level three-deck cosmetics and toiletries "island" which effectively forces customer traffic to diverge right and left of the entrance. Results have indicated that this is a sound policy that brings the side-wall fixtures into full use. These shelf-units are five-decked and have illuminated canopies, with two draw-out wrapping flaps on each side-wall as well as lower-level reserve stock drawers.

The dispensary is at the rear of the shop, enclosed with sliding glass windows set into a separating wall. The small rear counter stands on metal legs for maximum cleanliness and ease of movement—as does the central island.

The baby food section is sited to the right at the rear of the premises.

Toiletry sales—another section that has received a large boost—have increased very substantially as a result of their new presentation.

A 'planned environment'

From the small, independent, pharmacy, let us now take a look at what has been going on at one of the newest branches of the retail pharmacy giant—Boots Ltd—in Sunderland.

Here, the emphasis changes, and we move away from the shop floor itself to the seemingly higher flights of what is described as "planned environment". In fact, the story is the same—and what Boots have done at Sunderland can be regarded as an important link in the face-lift "chain" that is the theme of this article.

This is the story: When Boots decided to open the new branch—in a central shopping precinct—they set out to achieve through an "integrated" system of lighting, heating and air-conditioning a really congenial environment for staff and customers.

Setting technical details aside, the overall object of the exercise was to provide a comfortable balance between temperature, humidity and air circulation inside the shop and on the street outside.

The solution was found in a series of Thorn Lighting units—94 of them have been installed over the sales area—that each incorporate three 8-ft, 85 watt fluorescent lamps.

Fresh air is drawn into the system through an external louvre, and passes through a motorised damper which has a 20 per cent fixed fresh air section. This operates in conjunction with dampers on a recirculation system, controlled by thermostats in the sales area, and regulates the proportion of fresh and recirculated air entering the system.

The mixed air then enters the air-handling unit and passes through a filter, heater battery, cooler battery and twin centrifugal fans driven by one common motor and enters the sales area as "conditioned air" in quantities regulated by the thermostats situated there.

The air that is not required in the sales area is extracted through the light fittings into the return air and is then carried to the stockroom "reservoir" supply fan, after which it can be supplied into the stockroom or discharged outside the building.

Before leaving the subject—and return-

ing to earth, as it were—here is another case-history of an independent pharmacy that has recently undergone a complete re-fit: William Salmon & Co (Norton) Ltd, 39 High Street, Norton, Stockton-on-Tees.

Mr R. E. Cox, the company's managing director, who is also chairman of the Tees-side branch of the Pharmaceutical Society and of the Middlesbrough branch of the NPU, had this to say of a modernisation scheme carried out some nine months ago: "The shop began reaping the benefits the first Monday after installation was completed. Previously we had an annual increase in turnover of about four per cent. But within a month our cash sales were up 15 per cent on last year. In the next four weeks they rose by 28 per cent.

Cash sales increase

"This trend has continued ever since, and our monthly increases are now settling down at around 28 per cent above monthly cash sales in the previous year."

Although the dispensary was not modernised, the turnover here has also risen by some 10 per cent, says Mr Cox. The number of customers, too, has risen by 14 per cent.

"Perhaps the most startling thing that this refit has achieved for us is the increase in average customer sales. Individual customers are spending more," he adds, "because of the self-selection system introduced. This is most marked in the general toiletries section. We're now able to have our full range on show, and customers pick up items they wouldn't normally see—and buy them."



Only a baby gets more out of this than you.

Oh, yes. Babies do very-nicely-thank-you on Trufood Spoonfoods and Junior Foods. And so, let's face it, do chemists.

You see, we at Trufood are totally dedicated to producing the finest baby foods on the market. We take a lot more care than most. Both of our foods and our retailers. Mothers appreciate—and pay more for this care.

So you get a better profit.

This year we're putting 100% more effort behind our product. Including full colour spaces in specialist mother magazines telling the Trufood quality story.

As you know, we sell through chemists and only through chemists. The market is expanding. And Trufood sales are expanding even faster. So there's plenty in it for you.

A lot more mothers will be asking for Trufood this year. And many more babies thriving on it.

You'll thrive on it too. Write to us for details if you're not a stockist already.

Don't let the babies have all the fun.

Trufood Baby Foods
London Road, Guildford, Surrey.

COMMENT COMMENT COMMENT COMMENT COMMENT

In the public interest

The National Federation of Wholesale Grocers and Provision Merchants is feeling frustrated that it has not yet been consulted about the composition of the general sale list of medicines to be established under the Medicines Act. Last week it issued a statement "fearing that the Department of Health may through the new Medicines Commission bring in regulations limiting the sale of household remedies to chemists."

According to Mr Dennis Ellam, secretary of the Federation, "We want to make sure that it [the Act] is not used to prevent the public getting common household remedies anywhere except at the chemists. At a conservative estimate such household remedies are now sold through 200,000 outlets, and it would not be in the interests of the public if they could only be obtained at the 15,000 or so chemists' shops with a pharmacist on the premises."

Of course, this is just another shot in the grocers' campaign—backed by some manufacturers of widely-sold medicines—for the general sale list to include every product not already restricted. But it comes in a week when the *C & D* publishes a number of statistics that should put pharmacists on their guard.

Mr I. Macdonald, of the A. C. Nielsen organisation, points out on p 132 the need for chemists to hold on to every £ of their turnover. There is little room to allow others to take away business, because too many pharmacies are already close to the economic failure point.

From the grocers' point of view, any further cutting down of chemist outlets is fine ammunition in their case and it is a snowballing process—the more trade taken away, the more chemists close and the more non-chemist retailers can demand of their business—"in the public interest."

But is it really in the public interest? This week, Phillips Laboratories report the findings of a survey into the public's, and doctors', views on pharmacists (p 117). Over 90 per cent of consumers saw the pharmacist as "a more professional man than the manager of the grocer's" and almost one in ten relied on advice given in the pharmacy. Probably this latter figure should be higher, for not all customers are aware when they have received advice if it is discreetly—perhaps too discreetly—given.

In their campaign, the grocers should ask themselves whether the small increase in turnover they might achieve by successful campaigning—medicines are no more than

5 per cent at the moment—is justified *in the public interest* if it closes even *one* source of pharmaceutical advice.

In other product areas, chemists are already accepting the grocers' challenge and Mr Macdonald has pointed the way to winning the fight. But medicines should not even be in the arena; it is about time the grocers learned—as the Press and public are gradually being persuaded, that medicines are not "ordinary articles of merchandise."

Inertia selling

Few Bills are likely to have the wide support that Mr Arthur Davidson MP is obtaining for his Inertia Selling Bill (HMSO price 1s 3d) which provides protection for those who receive goods they do not want, and have not ordered. It also protects them from unjustified demands and threats concerning such goods or services.

The Bill is being introduced in the House of Commons this week and would make it an offence for a person to demand payment for goods or services when he knows, or ought to know, that the goods or services were unsolicited. The maximum fine would be £200.

If, however, the person threatened legal proceedings or said he would put the recipient's name on a list of defaulters or debtors, then the offence is considered to be much graver and the possible fine increased to a maximum of £400 or imprisonment for up to two years, "or both."

The Bill, which is a relatively short one of five clauses, provides that unsolicited goods may be treated by the recipient as a gift, which changes materially the current situation where the unwilling recipient is required to care for the goods he has received. However, because of the problems that could arise, the definition of "unsolicited goods" does not include "goods . . . sent . . . to a person . . . in the course of any trade or business carried on by him."

The sending of unsolicited parcels of goods is an aspect of trading that has not been extensively apparent in pharmacy during recent years. There is, however, an insidious practice that has been consistently reported concerning bogus directories about which the National Pharmaceutical Union has issued warnings from time to time.

This Bill would put an end to that problem, since directory entries would, in certain circumstances, be considered "unsolicited services."

It is unusual for a Private Member's Bill to succeed in these days when Parliamentary time is at a premium. This Inertia Selling Bill deserves to be successful.

Books

Pharmaceutical Handbook. R. G. Todd (ed) *Pharmaceutical Press*, 17 Bloomsbury Square, London WC1. 7½ x 5 in. Pp xv + 702. 70s.

The *Pharmaceutical Handbook*, successor to the *Pharmaceutical Pocket Book*, 17th edition, incorporates much material, revised and brought up to date, from that work. It also includes a number of subjects that were dealt with in the now defunct *Extra Pharmacopoeia Volume II*.

The change in title reflects the growing size and broader function of the book brought about by the progress of evolution in pharmacy.

The sections on hydrogen ion concentration, food, nutrition, vitamins, bacteriology and vaccines and sera found in the former works have been conflated and remodelled.

Two completely rewritten chapters introduced from the *Extra Pharmacopoeia Volume II* deal with sterilisation and nomenclature of organic compounds. The

chapters on drug absorption and electrolyte and water balance are new.

Books received: mention here does not preclude a later review

Named Organic Reactions, R. C. Denney BSc PhD ARIC. *Butterworth & Co (Publishers) Ltd*, 88 Kingsway, London WC2. 8½ x 5½ in. pp viii + 252. 38s.

Methods of Drug Analysis. J. E. Gearien, PhD, and B. F. Grabowski, PhD, *Henry Kimpton*, 205 Great Portland Street, London, W 1. Pp. ix and 281, 88s.

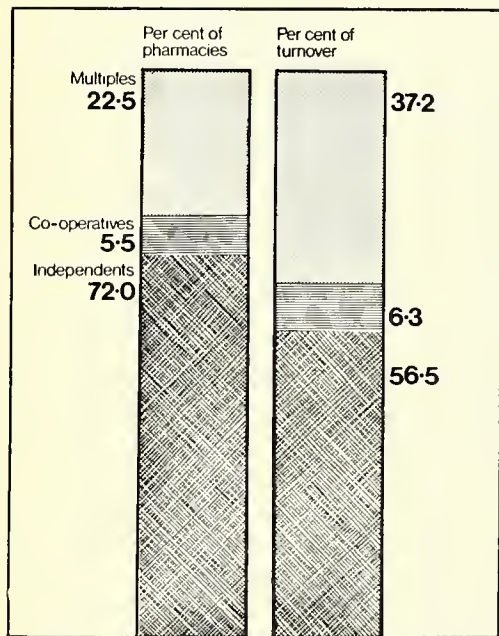
PROFIT FROM YOUR COUNTER TRADE

All pharmacists know it is the exceptional pharmacy that can survive on dispensing alone. Most will accept that counter trade is equally incapable, by itself, of supporting the average pharmacy. But which product areas bring the highest returns; and what actions by the pharmacist are most likely to increase turnover?

Those are some of the questions answered by Mr I. Macdonald, MPS, director of field operations of the A. C. Nielsen market research organisation, in lectures to postgraduate courses at Chelsea and Bradford Schools of Pharmacy.

Most of the figures quoted are based on 1968, but they still give a good guide to the position today.

First, the share of the market was shown to be disproportionately held in favour of the multiples:



With Health Service receipts and counter trade roughly in the proportion 40 - 60, the average annual yield per pharmacy from professional work (NHS) is £12,500 and from the counter £18,000. Only when put together are those amounts sufficient to support a pharmacy.

The above "averages" — which apply only to independent pharmacies—disguise the fact that many pharmacies are below the economic line. Some 31 per cent turn over only £10-20,000 per annum and 44 per cent are in the £20-30,000 bracket. The few below the £10,000 line can have little hope of survival.

When considering means of expanding sales — or merely of arresting decline — it is necessary to look for the growth areas. Chemists' turnover is estimated to be split up according to the table alongside.

It can be seen immediately that the main turnover is in items bought almost exclusively by women — the housewife, in

many cases. So it is to her that the chemist must look for increasing sales. It is a competitive market, and only about 5 per cent of the goods sold are restricted to pharmacies.

How shall the increased turnover be achieved? Mr Macdonald put modernisation at the top of his list and illustrated the effect thus, with 1964-65 figures:

| | Multiples per cent | Independents per cent |
|----------------------|--------------------|-----------------------|
| All chemists | +10 | +9 |
| Modernising chemists | +20 | +16 |

Stock control is an important factor in profitability. Pharmacy's average counter stockturn rate of 3.5 times per annum is poor by any other standards and for cosmetics — which form a large part of the stock — it is down to 2.1. The average pharmacy keeps 3,750 of these items and sells an average of 650 each month.

Much of the "excess stock" can be accounted for by slow moving lines:

| | Sales per cent | Stocks per cent |
|----------------------|----------------|-----------------|
| Leading brands | 30.9 | 19.8 |
| Miscellaneous brands | 20.0 | 35.6 |

Rationalisation is necessary, and the pharmacist must ask himself "Do I really need 3,750 items in cosmetics?" Better buying by cash-and-carry or group purchases can help with margins, of course. Display is another important factor in sales, and a US survey showed that turnover can be 26 per cent up on the norm with good display.

Applicable here are self-selection and

| | Per cent |
|--------------------------|----------|
| Baby products | 8 |
| Photographic | 6 |
| Toiletries and Cosmetics | 45 |
| Sundries | 15 |
| Medicinals | 26 |

sectionalisation — both methods favoured by Mr Macdonald for products not requiring sales supervision.

"Merchandising" was the next avenue of approach, combining all available methods to increase the sales of particular lines. Mr Macdonald produced figures to show what independents could do in this way. A point to remember was seasonal variation in sales of such items as slimming aids.

The speaker's conclusion was: The pharmacist will have to rely on the art of selling and on being a good businessman for many years ahead. And selling is no place for "half-hearted effort."

LETTERS

Handling charges

I refer to your Comment in *C&D* last week and to the item in *Professional News* regarding wholesaler handling charges. I would ask you to reassure your readers that handling charges are not commonly imposed by members of this Association.

In the instance which the Central NHS (Chemist Contractors) Committee proposed to refer to the Department of Health, the wholesaler concerned imposed a handling charge of 10s on orders of less than £3 value on two multiple shop chemist accounts only.

Multiple shop chemists handling most of their purchases through their own warehouses, trade as "short line wholesalers" and tend to rely on the legitimate wholesaler for fill-up lines.

The economics of wholesaling in 1970 necessarily require orders of reasonable value to justify the cost of offering the exceptional and unique service provided to all general practice pharmacists and no wholesaler can be blamed for considering, or indeed implementing, a delivery charge on orders which are persistently un-economic to process.

E. R. Leaver
Secretary, National Association of Pharmaceutical Distributors

Liquorice shortage

With reference to your comment on liquorice extract shortage (January 17, p 43) it might be of interest to your readers to know that we market a standardised spray-dried powdered liquorice extract on behalf of the manufacturers in Israel for which we enjoy a considerable sale.

The product we offer is manufactured by extracting unpeeled liquorice root with water and it is therefore a pure water extract of liquorice. When redissolved in water to produce a solution of weight per ml of 1.198 at 20°C and to this liquid one-fourth of its volume of alcohol (90 per cent) is added the liquid extract of liquorice conforming to the requirements of the British Pharmacopoeia Commission is produced.

C. W. Brown
Courtin & Warner Ltd
Lewes, Sussex

A 'MISSION' FOR UNWANTED DRUG SAMPLES

One of the most comprehensively-stocked dispensaries in Britain is to be found in a converted house in West London: its function, the collection of unwanted manufacturers' medical samples for re-distribution — mainly to missionary hospitals overseas.

In the past year the service has turned over drugs and medical supplies to a value of £40,000, entirely with the help of voluntary workers. At the last count some 46 hospitals and two orphanages in three continents were being kept supplied in this way. Premises costs and freightage amounting to £2,000 a year, are being borne by War on Want.

According to Dr David Rosenberg, originator of the idea, samples are coming in at such a rate that a full-time paid packer is urgently required—and more voluntary professional help would also be welcome. At present Dr Rosenberg and his wife—also medically qualified, and in general practice with him—lead a team of 20 volunteers including other doctors, two pharmacists headed by Mr P. G. O'Neill, and nurses. The lay helpers are chosen carefully in the light of personal knowledge.

Surprisingly, perhaps, Dr Rosenberg has won the support of many pharmaceutical companies, and they have been generous with donations of their products. The point is, of course, that the organisations receiving the supplies are in no position to buy, and except for the gifts would have to go without. Among companies named by Dr Rosenberg as having helped in this way are Glaxo, Geigy, Beecham, Riker, Pfizer, Wyeth, FBA Pharmaceuticals, and Smith, Kline & French—Regent Laboratories have been particularly generous.

Parcels of drugs arrive regularly at the premises—often the first time a doctor's samples drawer has been cleared for a long time, says Dr Rosenberg—and then the "big sort" begins. The first classification is into therapeutic or pharmacological groupings—into antibiotics, skin, etc—then the groups are divided into boxes each containing a single product. Up to that stage only professionally qualified volunteers are allowed to handle the goods.

The next stage, carried out in another room, is the breaking open by lay helpers of smaller sample packs for packing into larger quantities ready for supply against requests from the hospitals.

When the *C & D* saw the "dispensary" this week, the neatly arranged and classified products held on steel shelving were worth about £10,000 in Dr Rosenberg's estimate. His claim to have the "most comprehensive" stock, though not necessarily correct quantitatively, must be close to the mark in terms of brands and presentations. Here Dr Rosenberg stops to ask — Do we really need 72 types of antibiotic? Rationalisation would certainly solve some of his problems.

Before repacking, products with a limited shelf life are checked. All out-of-date

vaccines, eye drops, eye ointments and injections are discarded out of hand. Products such as antibiotics are dealt with according to instructions provided by the manufacturers. At the earlier "professional" stage, drugs subject to misuse are "screened out" and destroyed, and a Home Office licence is held to allow destruction of any Dangerous Drugs that turn up.

Dr Rosenberg is a Jewish Catholic and began work with Judæo-Christian ideals, although his volunteers now encompass many religions, agnostics even. As a comfortably-off doctor he had asked himself what he could do to alleviate world suffering. Then he saw a manufacturer's sample, and the idea was born. He approached Oxfam, but found that medical treatment was "not within their terms of

reference." It was two years before he had the idea of tackling the job himself, but very quickly the scheme mushroomed to such an extent that War on Want had to step in to pay the overheads. Now the team handles the drugs sent to Oxfam!

As things continue to grow, more funds are needed to pay for full-time workers. However, Dr Rosenberg would very much like to contact a retired pharmacist willing to supervise work during the day—he already puts some 40 hours into the project every week himself, and his wife another twenty hours. Surplus drugs from chemists would also be welcomed. As with communications, they should be addressed to: Dr D. Rosenberg, War on Want Medical Department, 2B The Grove, London W 5.

Dr David Rosenberg checks a pack with voluntary helpers Mrs Doreen Davies (left) and Mrs Leonita Campbell, both from Brunel University, Uxbridge



If your Company is not making 12½% PRE TAX Profit on turnover

—PLEASE READ ON...

Many small companies in the ethical or home remedy field with a turnover of £200,000 or less, are, we feel sure, not making this profit now and will probably find things even more difficult in the future. As a medium-sized Company in the pharmaceutical field, we believe we understand the problems facing you.

The Medicines Act

Licensing of premises and products should be with us in 1970. The laboratory control on quality will be a costly item — your premises will have to be even better than they are now — all of which will cut still further into your margins.

S.E.T.

This is still with us, so that if you change to contract manufacture, and despatch only, you will not be able to claim a refund of S.E.T. because you will no longer be a manufacturing concern.

Finance and Cash Flow

Finance is expensive and collection of accounts to preserve your cash flow is getting more difficult — the smaller the company, the longer they wait for their bills to be paid. We take over both these problems.

Keep your Business Identity

We all want to remain in business — and why shouldn't we? We expect anybody taking up our offer to play his full part in marketing his products, but we are willing to help.

What do we offer?

The understanding of management of a medium-sized company for the smaller man, who desires to remain in business and make a good profit. We take over manufacture, distribution, finance of stocks, collection of debtors, and give you all the help and advice that you ask for. We insist that margins for advertising are in your costings and are spent on your product either by yourself, or with our help and advice.

What is the catch?

There is no catch — we have a costly set-up, with Laboratory control and development — first class premises well run and maintained, so that we also have our cost problems. We invite people with products having a turnover of not less than £25,000 per annum to join in on a co-operative basis on marginal costings — you save your costs and we can save some of ours.

If you are interested, please write personally to:—

Mr. A. Rodell,
INTERNATIONAL LABORATORIES LTD.,
Lincoln Way, Windmill Road,
Sunbury-on-Thames, Middlesex.
or Phone Sunbury-on-Thames 87411 (9 lines)

Makers of: Mucron, Do Do, Crampex, Relaxa Tabs and Balm Dalet, also Linc-o-Lin Beer Shampoo, Aero Dry Shampoo, Denclen Liquid Denture Cleaner.

PROMOTIONS

Dietary scales on premium and for display with Ayds

As a spring promotion Cuticura are offering Ayds' reducing plan users a specially developed set of dietary-kitchen scales weighing up to 5 lb at a saving of 10s 11d. Two point-of-sale displays are available and chemists can obtain a free set of scales with show-card by ordering a minimum of one dozen Ayds.

Orders in excess of half-dozen receive a display bonus. Offer closes March 31. (Ayds Division of Cuticura Laboratories Ltd, Clivemont Road, Cordwallis Trading Estate, Maidenhead, Berks.)

Modular units for Ostermilk

Glaxo Laboratories have produced new-style Ostermilk display material for use in windows or as an "in-store" item.

Sets of polystyrene modular units are available as illustrated from the company's sales representatives or direct. (Glaxo Laboratories Ltd, Greenford, Middlesex.)



Record tokens with Silvikrin hairspray

A new promotion on Silvikrin hairspray offers a free 7s 6d record voucher to consumers sending in four labels from the special packs together with one Silvikrin hairspray valve top. Trade bonus prices are available. (Beecham Toiletry Division, Beecham House, Brentford, Middlesex.)

Lotus special offer from NPUM

NPUM Marketing have announced a limited-duration special offer on the large size (340 g) Lotus hairspray, giving a retail price reduction from 7s 3d to 5s 11d. The 1s 4d reduction is flashed on the can lids and point-of-sale material is packed in all special offer outers. (NPUM Ltd, 321 Chase Road, London N 14.)



NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Two from Kirby

photo 1

Designed to attract are the two new packs introduced by H. and T. Kirby & Co Ltd. Both are presentations of vitamin preparations. Orange and Halibut Vitamins are specially formulated tablets containing vitamin A 4,000 i/u, vitamin D₂ 550 i/u, and vitamin C 25 mg, in a pleasant-tasting orange flavoured base. Dosage is one tablet to be chewed or sucked daily. The tablets are in containers of 100 (9s) enclosed in white cartons and overprinted in black and orange.

Day-Vits is described as "a comprehensive mineral and multivitamin tablet." Pack is a container of 100 (5s). Both products are issued in display outers. (H. and T. Kirby Ltd, Mildenhall, Nr Bury St Edmunds, Suffolk.)

Cosmetics and toiletries

New formula nail polish

photo 2

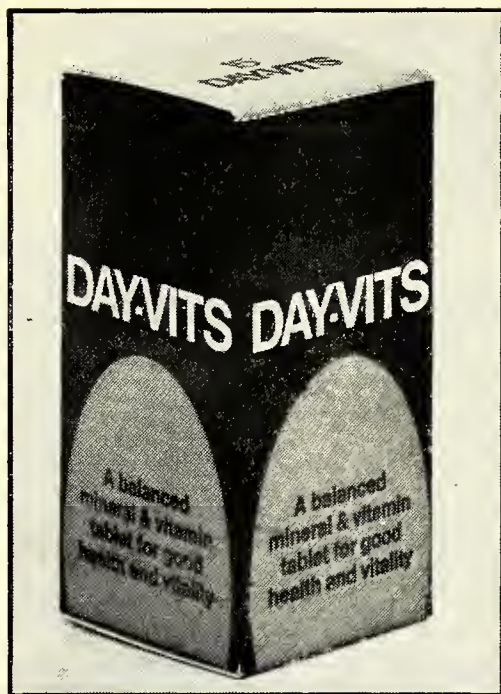
Max Factor's latest introduction is a new non-settling formula nail polish range (6s 5d). A new formulation is said to give a smooth fast-drying, longer-lasting colour. The new polish needs no shaking, stirring or mixing.

The existing range is being revised, the popular high-fashion shades will appear in the new formula as well as four new shimmering iridescent pastel tones — Pink Meringue, a fragile silvery pink; Pale Lilac Frost, a cool, lilac-pink; Cinnamon Frost, a delicate pale beige and Dusky Beige Frost which is a warm beige tone. The other shades in the iridescent range offered by Max Factor Ltd, 16 Old Bond Street, London, W1X 4BP are: Essence of Pearl, Flamingo Pearl, Petal Frost, Sugar Frost, Peach Caramel, Pink Storm, Orange Flash and Red Thunder. In the "Plain" range the shades are Natural, Champagne, Pastel Pink and Sunset Pink.

New Vosene

photo 3

Beecham Products have announced the re-launch of Vosene medicated shampoo. New Vosene is prepared to a new formula containing 25 per cent more Biomin and a base giving a richer, thicker lather,



1



2

enabling the hair to be cleaned even more thoroughly than before.

The packaging has also been re-styled to improve the brand's on-shelf pack recognition.

The re-launch is being supported by a heavy advertising campaign, designed firmly to establish the special qualities of new Vosene with consumers. Well over £100,000 will be spent on a 30-second television campaign during the first few weeks of the launch.

Simultaneous with the re-launch Vosene Standard bottles are now shrink wrapped in outers of 12. (Beecham Toiletry Division, Brentford, Middlesex.)

Luxury soaps

A new range of luxury toilet soaps are being offered under the name Dakins. The soaps are in four fragrances: carnation, sandalwood, muguet and fern (6s). (Dakin Brothers Ltd, 43 Clapham Road, London SW 9.)

Now made in Britain

Mitchum preparations, hitherto manufactured in America are now being prepared in, and exported from, Britain. The Ori-



3



4

ginal Esoterica is said to fade weathered brown age spots and also serves as a foundation cream (35s). Fortified Esoterica (49s) for weathered skin requiring more positive action being "three times as effective" as the Original.

Facial Esoterica is recommended for extra lubrication and is used as a fine cleansing cream for dry skin. All the creams are non-greasy and are packed in 3 oz containers. The company are also issuing Mitchum antiperspirant liquid in a 1 oz container (45s) and Mitchum antiperspirant cream in a 2 oz jar. (Interfran Product Management Ltd, Sunley House, Bedford Park, Croydon CR9 2DB, Surrey.)

Sundries

Multicolour Nu-soft

photo 4

A new addition to the range of NPUM paper products is Nu-Soft Variety multi-colour tissues (2s 7d). They are issued in four colours: blue, primrose, pink and white. Members should note that orders for Variety can be included in orders for Nu-Soft regular tissues, thereby making up the required quantities for discount terms. (NPU Marketing Ltd, 321 Chase Road, London N 14.)

New Family Doctor title

The next title to be published in the Family Doctor booklet series is "Sixty Plus" (1s 6d). It will be released on February 12. Available to members through the National Pharmaceutical Union, 321 Chase Road, London N 14.

TO ALL
PHARMACISTS

ROTER TABLETS PRICE AMENDMENTS

WE REGRET that owing to the INCREASE IN THE PRICE OF BISMUTH it becomes necessary to amend the price structure of ROTER tablets. The new prices will come into effect as from Monday, 2nd February, 1970, and are as follows:-

| | Wholesale Price per. dozen | P.T. per dozen | Retail Price inc. P.T. each |
|-----------------------|-------------------------------|-----------------------|--------------------------------|
| Trial size tins (40) | 75/- | 27/- | 10/9 |
| Standard " " (120) | 216/- | 79/- | 30/- |
| Dispensing pack (360) | 618/- | Free of Purchase Tax. | |
| " " (720) | 1170/- | | |

F.A.I.R. LABORATORIES LTD. · TWICKENHAM · MIDDLESEX

ROTER

The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.

The Trustees will consider sympathetically any applications for assistance, beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD
The Triangle Trust 1949 Fund
Clarges House, 6-12, Clarges Street, London W1

Two sizes of YEAST-PLUS* VETERINARY TONIC TABLETS FOR DOGS BY GOOD BOY - both good sellers



Good Boy brought a tonic to the sales of yeast tablets for dogs when they introduced YEAST-PLUS

● Exclusive choc flavour, readily accepted by dogs. ● The only product in this field based on pure yeast of B.P.C. standard, PLUS* extra vitamins and trace elements to help ensure perfect canine fitness. ● Very generous profit margins.

Increase your turnover and profits by selling YEAST-PLUS Details from
ARMITAGE BROS. LTD. CASTLE GATE NOTTINGHAM
The firm that cares for dogs

TRADE NEWS

Chlormadinone contraceptives off the market

Normenon and Verton, the two brands of oral contraceptive based on chlormadinone acetate, have been withdrawn by their makers following last week's publicity of "lesions and metabolic changes" occurring in animals (*C&D*, January 24, p 81).

Both Syntex Pharmaceuticals and E. R. Squibb are recalling stocks from chemists and wholesalers in return for full credit. No stocks will be made available to meet any continuing demand.

In their letter of explanation to doctors—which we now understand is being sent also to pharmacists—Syntex say they believe there is no cause for alarm concerning any woman who has taken Normenon in the small doses prescribed, but "in the present emotive climate where oral contraceptives are concerned we prefer to err on the side of extreme caution."

Both companies point out the view of a World Health Organisation scientific group that "extrapolation to women of data derived from dose and duration studies in experimental animals is of questionable validity." (Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks, and E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex.

New sundries service for London

A wide range of chemists' sundries is offered by Portland House (Blackpool) Ltd who have recently moved from Blackpool to 251 Edgware Road, London W2. The new 2,500 sq ft premises accommodate stocks of general and proprietary sundries merchandise, including toilet, baby and hair requisites, plus seasonal items such as sunglasses and swimming caps. A van delivery service is in operation for London and the Home Counties.

Refills from Eylure

Eylure, 8 Grosvenor Street, London, W 1, have launched refills for Facemaker kits. Minimum ordering quantities are three of any one particular shade. Details are as follows: Brush-on make-up set (4s 3d) in the following shades: Pink Pearl Highlight, Contour Blush, Shape Shader. The model eyes series includes: Mascara (3s 6d) in brown/black, blue/black and green/black. Liners (3s 6d) in brown/black, blue/black and green/black and, Shadomatte (3s 6d) in green haze, olive green, cinnamon, desert sand, true blue, turquoise, white and cream.

Product identification code

Merck Sharp & Dohme Ltd, Hoddesdon, Hertfordshire, have adopted the following

coding details for the following tablet products: Edecrin tablets, code MSD 90; Decadron tablets 0.5 mg, MSD 41; Codelcortone tablets 5 mg, MSD 56; Cogentin tablets, MSD 60.

Address to note

Therapeutic Products Ltd, 18 Green Dragon Lane, London, N21, ask that as from February 2, orders for Wulfing Formamints and Formacine throat lozenges be sent to G. O. Woodward & Co Ltd, Forest Works, Charlbury, Oxon.

Now in tubes

Glaxo announce that the 50 g presentations of Efcortelan cream 1 per cent and Efcortelan ointment 1 per cent will now be supplied in tube packs and the existing jar packs are being discontinued. The prices remain unchanged. (Glaxo Laboratories Ltd, Greenford, Middlesex.)



Range of desiccants

The Drisorb range of desiccants supplied to the pharmaceutical industry include desiccants in bags, sachets, capsules and stoppers. An arrangement whereby the makers supplied special desiccants for use in double-glazing only through an agency, has now been terminated and these are now marketed directly by Mineral Derivatives Ltd, Speakers House, 39 Deansgate, Manchester 3.

Bonus offers

Culmak Ltd, Woodbridge, Suffolk. Culmak bonus parcel costing £5 16s 3d plus purchase tax (£2 2s 8d). 3 Spartan shaving brushes free. Parcel costing £6 5s 5d plus purchase tax (£2 6s). 1 50/50 badger and bristle shaving brush free.

White Laboratories Ltd, Penarth Street, London SE 15, 52 Meggezones and 26 MiniMeggezones invoiced as 48 and 24 respectively.

H. and T. Kirby Ltd, Mildenhall, Nr. Bury St Edmunds, Suffolk. Orange and halibut vitamins. 48 invoiced as 36. Day-Vits. 48 invoiced as 36.

Cussons Sons & Co Ltd, Kersal Vale, Manchester 7. Badedas, 12 invoiced as 11.

COMING EVENTS

Tuesday February 3

East Metropolitan Branch, Pharmaceutical Society, Medical education centre, Whipps Cross Hospital, London E 11, at 8 pm. Mr Michael Millward (a member of Council) on "I like the sound of breaking glass."

Liverpool Branch, Pharmaceutical Society, School of Pharmacy, Liverpool Regional College of Technology, Byrom Street, Liverpool, at 8 pm. Mr G. S. Porter on "Quality control in pharmacy" (Postgraduate course).

Wednesday February 4

Cambridge and Huntingdon Branch, Pharmaceutical Society, University Arms Hotel, Cambridge, at 8 pm. Speaker: Mr S. J. Hopkins (chief group pharmacist, Addenbrookes Hospital).

Leeds Branch, National Pharmaceutical Union, Leeds University, at 7.30 pm. Annual dinner and dance.

Thursday February 5

Hounslow Branch, Pharmaceutical Society, Sun Hotel, Hanworth Road, Hounslow, at 7.45 pm. Speaker from HM Borstal, Feltham, Middlesex, on "The work of a Borstal institution."

Huddersfield Branch, Pharmaceutical Society, North-Eastern Gas Board showrooms, High Street, Huddersfield, at 7.30 pm. Open evening on "North Sea Gas."

Northumberland and Gateshead Branch, National Pharmaceutical Union, Turks Head Hotel, Grey Street, Newcastle upon Tyne, at 7.45 pm. Meeting to include discussion of NE London committee's "Charter for pharmacy in the '70s."

South Eastern Region, Pharmaceutical Society, Postgraduate medical centre, Canterbury, at 8.30 pm. Dr J. M. Harris on "Pharmacogenetics."

Sheffield Area, Retail Alliance, Grand Hotel, Sheffield, at 7.30 pm. Decimal Currency Board film "All Change."

Friday February 6

Hastings Branch, Pharmaceutical Society, Royal Victoria Hotel, St. Leonards-on-Sea, at 7.45 pm. Dr Patrick Hall-Smith on "Common dermatoses."

Saturday February 7

Liverpool Branch, Guild of Public Pharmacists, Queen Hotel, City Road, Chester, at 7 pm. Branch delegates meeting followed by dinner and dance.

ON TV NEXT WEEK

Ln = London; M = Midlands; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Askit: Sc, B, G

Beecham powders: Ln, So, NE

Brylcreem: All except NE, E

Buttercup syrup: Lc, Y, NE

Dentu-creme: Ln, M, WW, So, NE, A

Fynnon Spa: Ln, M, WW, So, NE, A, We

Kilkof: Lc, Y, NE

Macleans: All except E

Poli-Grip: M, Lc, Y, Sc, NE

Rennies: All except E, U

Venos: B

MARKET NEWS

Another big rise in opiate prices

London, January 28: Higher costs of Indian opium are attributed to be the cause of yet another uplift in the price of opiates. The new schedules, given below, show that the kilo rate for morphine sulphate is up by £9.2, codeine phosphate by £7.55 and diamorphine hydrochloride by £10.85.

Turkey is reported to have sold all her available supplies of raw opium.

Trading in crude drugs was slow during the week and most prices were repeated. Among the few changes recorded were Seychelles' cinnamon bark down £2 per cwt; Cochin ginger for shipment, up £5 per cwt; and Canada balsam and Spanish ergot, each up sixpence per lb.

Spot holders of lycopodium dropped their quotations by 5s per lb. Chinese menthol was nominal in both positions and Brazilian was up sixpence per lb on the spot.

Shipments of Tinnevely senna from Tuticorin during December 1969 included:

| | UK Tons | US Tons | Europe Tons |
|--------------|------------|------------|----------------|
| Senna leaves | — | 36 | 120 |
| Pods | — | — | 46 |

Because of bad weather two steamers for UK and two for US did not take on cargo after unloading at the port.

Among essential oils Chinese anise was up by sixpence per lb; Chinese peppermint for shipment by threepence and lemongrass by 3s per kg.

Pharmaceutical chemicals

Acetic acid: (12-ton lots in bulk per ton), BPC glacial £85; 98-100 per cent; £78, 80 per cent grades; technical £68; pure £74.

Acetylsalicylic acid: (Per kg) 1,000-kg 9s 2½d; 250-kg, 10s 0½d.

Ammonium acetate: Kegs (50 kg) BPC 1949 7s 3d kg; solution (200 kg drums) strong, 2s 3½d kg.

Ammonium bicarbonate: BP powder £54.5 per ton; carbonate lump £83.5 powder £87.5.

Ammonium chloride: 50-kg pure 2s 5¾d kg.

Benzoic acid: 50-kg kegs, 6s 5d kg; sodium salt 6s 4d.

Boric acid: BP grade per 1,000-kg; granular £89; crystals £106; powder £97; extra-fine powder £99 in paper bags, carriage paid. Technical is £12 per 1,000 kg less than BP grades.

Citric acid: BP granular (single deliveries per 1,000 kg in lined bags), 50-kg £258; 250-kg £250; 1,000-kg £240. Premiums; Anhydrous, and granular £18; powder £10; crystals £15.

Gallic acid: BP 250-kg lots, 27s kg.

Glycerophosphates: Calcium 29s 6d kg, Iron 37s 10d; Magnesium 39s 11d; Manganese 57s 5d; Potassium 50 per cent 9s 8d; Sodium 50 per cent 6s 11d; powder 22s 10d; Glycerophosphoric acid 20 per cent 12s (in 50-kg lots).

Hypophosphorous acid: BPC 1959 17s per kg; pure (50 per cent) 21s.

Iodides: (Per kg, 50-kg lots) Potassium £1.4375 (powder £1.3875); sodium (25 kg) £1.8625.

Iodine: Crude £1.2083 kg; 50-kg resublimed £2.9875 kg, BP 50-kg 31s kg; 250-kg 30s 6d.

Iodoform: (per kg) powder, 50 kg £3.375; crystals, 6s 6d more.

Magnesium carbonate: 1-ton lots; light £135 6s 8d; heavy £167-£168.

Magnesium hydroxide: BPC, £466.66 ton.

Magnesium oxide: BP (per ton): light £485.33; heavy £793.33.

Magnesium peroxide: (15 per cent) 438s 8d cwt.

Magnesium phosphate: Tribasic, BPC 1949

10s 4d kg, in sacks; dihydrogen 9s kg for 50-kg lots. **Magnesium sulphate:** BP crystals in minimum 1-ton lots from £24 to £30 per metric ton, exsiccated £50 ton, ex works.

Magnesium trisilicate: 1-ton £448.

Oleic acid: BP is £120 ton delivered.

Opiates: (per kg) subject to D.D.A. Regulations.

| | 1 kg and over | Under 1 kg |
|---------------------|------------------|---------------|
| Codeine | £ | £ |
| alkaloid..... | 122.05 | 128.15 |
| hydrochloride..... | 105.3 | 111.1 |
| phosphate..... | 93 | 97.65 |
| sulphate..... | 105.3 | 111.1 |
| Morphine | | |
| acetate..... | 111.25 | 116.8 |
| alkaloid..... | 136.85 | 143.7 |
| hydrochloride..... | 112.35 | 117.95 |
| sulphate..... | 112.35 | 117.95 |
| tartrate..... | 133.6 | 140.3 |
| Ethymorphine | | |
| alkaloid..... | 140.1 | 147.1 |
| hydrochloride..... | 120.85 | 126.9 |
| Diamorphine | | |
| alkaloid..... | 133.7 | 140.4 |
| hydrochloride..... | 121.95 | 128.05 |

Phosphoric acid: BP (s.g. 1.750); 10-drum lots 38.16d per kg; 54-kg lots in bottles 6s 2d per kg.

Salicylic acid: 250-kg 7s 3d kg.

Sodium bicarbonate: BP £22.4 per metric ton for 8-ton lots in 1-cwt bags.

Sodium chloride: Vacuum dried £9.18 per metric ton in paper sacks for 6-ton lots, delivered London.

Sodium fluoride: 50-kg kegs 10s 4d kg.

Sodium formate: BPC 1934 6s 8d kg in 50-kg lots.

Sodium gluconate: Pyrogen-free 500-g £12 per kg; refined 150 kg 8s 9d kg.

Sodium metabisulphite: Powder 1s 11d kg in 50-kg sack.

Sodium nitrate: BPC, 50-kg kegs 6s 2d per kg.

Sodium perborate: (Per ton) tetrahydrate (minimum 10 per cent available oxygen) £144.4, in kegs; £136.9 in bags; perborate monohydrate (15 per cent available oxygen) is £313.2.

Sodium percarbonate: (Per ton), £173.75 in kegs (bags £7.5 per ton lower) for minimum 12 per cent available oxygen.

Sodium phosphate: BP acid, fine crystal 5s 7d kg.

Sodium potassium tartrate: BPC (Per 1,000-kg) 50-kg £267; 250-kg £258.

Sodium salicylate: 1-ton lots in bulk 3s 10½d per lb.

Sodium sulphate: BP from £30 to £35 per metric ton as to crystal. BP exsiccated £58.5 ton.

Sodium sulphite: 4-ton lots; photo quality, £31.625 per ton in bags.

Sodium thiosulphate: in 4-ton lots £40 per metric ton ex works.

Tannic acid: (5-cwt) fluffy (250 kg) 24s 9d kg lb; powder 24s 3d.

Tartaric acid: 1,000-kg, in bags delivered £36.85.

Crude drugs*

Balsams: (Per lb) Canada: 33s 6d. **Copaiba:** 10s 6d spot, Peru: 14s spot; **Tolu:** BP 14s; genuine as imported 41s 6d cif.

Cardamoms: No offers on spot.

Cassia: Lignes, broken 465s, cwt duly paid.

Ergot: (lb) Spanish 10s; 9s 6d, cif.

Ginger: (cwt) Nigerian peeled 700s, split 515s; Cochin 700s; cif.

Lycopodium: Indian 65s. lb spot.

Menthol: (lb) Chinese nominal; Brazilian 31s spot; 30s 6d, cif.

Seeds: (Per cwt) Anise: Chinese star 175s. Spanish green 252s 6d both duly paid. **Caraway:** Dutch 172s 6d. **Celery:** Spot not offered; Indian new crop July-August shipment 725s, cif. **Coriander:** Moroccan 94s 6d. **Cumin:** Chinese 165s; Iranian 170s; Syrian 162s 6d. **Dill:** Chinese 125s; 92s 6d, cif (50 kg). **Fennel:** Chinese 115s duly paid, 92s 6d, cif. (50-kg). **Fenugreek:** Moroccan 71s and 55s, cif. **Mustard:** English 47s 6d-90s, as to quality; brown 100s.

Turmeric: Madras finger 380s spot; shipment (March-April) 270s, cif.

Essential oils*

Anise: Chinese 15s 6d lb spot; 14s 10½d, cif.

Lemongrass: Spot 68s kg; 66s, cif.

Peppermint: (lb) *Arvensis*. Chinese 13s 6d spot; 13s 3d, cif. Brazilian spot 15s; April-May shipment 14s 3d, cif. American *Piperita* 35s 6d to 40s cif.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

TRADE MARKS

Applications advertised before registration 'Trade Marks Journal' January 14 No. 4768

Simbix, 943,350, by Simbix Ltd, Manchester. For artificial sweetening preparations (1)

Miss Talc, B936,964, by R. Demuth Ltd, Farnham, Surrey. For talcum powder for toilet use; and non-medicated toilet preparations and cosmetics, all consisting principally of talcum powder (3)

Body Spa, B937,148, by Beecham Group Ltd, Brentford, Middlesex. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

Untamed by Avant Garde, 937,325, by Sidney Margolis Ltd, London SE 17. For perfumes, toilet waters and non-medicated hand creams, but not including preparations for the hair or any goods of the same description (3)

Griseovit, 914,017, by Soc. Farmaceutici Italia, Milan, Italy. For vitaminic preparations not containing griseofulvin (5)

Limmits The meal in a chocolate bar that helps you slim, 919,311, by Pfizer Ltd, Sandwich, Kent. For dietetic chocolate (5)

Psorlin, B921,795, by Franco-Indian Pharmaceuticals Private Ltd, Bombay, India. For pharmaceutical preparations for the treatment of skin diseases (5)

Pellicol, B926,073, by Dermal Laboratories Ltd, London WC 1. For pharmaceutical preparations for the treatment of the skin (5)

Lantils, 934,425, by Maws Pharmacy Supplies Ltd, New Barnet, Herts, **Phlobavit**, 936,807, by Chimiko-Pharmazevtischen Zavod, Sofia, Bulgaria, **Tetrim**, 937,678, by Berk Pharmaceuticals Ltd, Godalming, Surrey, **Unovis**, 942,556, by Warner-Lambert Pharmaceutical Co, Morris Plains, New Jersey, USA. For pharmaceutical preparations and substances (5)

Kelfamina, 934,597, by Soc. Farmaceutici Italia, Milan, Italy. For chemical products for hygiene; and pharmaceutical and veterinary preparations; all containing amine compounds (5)

Craigol, B935,563, by Van den Berghs and Jurgens Ltd, London EC 4. For infants' and invalids' foods; biological and dietary foods; and pharmaceutical foods (5)

Honic, 936,096, by John Gordon Macdonald, London N 10. For pharmaceutical preparations and substances, all for breaking down the blood alcohol content; and pharmaceutical preparations and substances, all in the nature of stimulants (5)

Fujipro, 938,402, by Fuji Seiyu KK, Osaka, Japan. For protein concentrates for use as nutritive additives to foodstuffs (5)

Benacod, 940,453, by Parke Davis & Co, Detroit, Michigan, USA, and Hounslow, Middlesex. For pharmaceutical preparations and substances for human and veterinary use (5)

Immobilon, B941,238, by Reckitt & Sons Ltd, Hull, Yorks. For pharmaceutical and veterinary preparations, for sale in the United Kingdom otherwise than for export but not excluding goods for export to the Irish Republic (5)

Ciriom, 941,355, by Farbenfabriken Bayer AG, Leverkusen, Germany. For preparations for killing weeds and destroying vermin; insecticides, pesticides, rodenticides, herbicides and fungicides (5)

Contac 12, 943,340, by Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts. For pharmaceutical preparations and substances for the treatment of coughs and colds and similar respiratory ailments, all being for human use (5)

Tupic, 945,702, by May & Baker Ltd, Dagenham, Essex. For preparations for killing weeds and destroying vermin; fungicides, bactericides and acaricides, all being for use in agriculture, horticulture and silviculture; and insecticides (5)

Anglivac, 943,201, by Twyford Laboratories Ltd, London NW 10. For pharmaceutical, veterinary and sanitary preparations and substances; disinfectants; preparations for killing weeds and destroying vermin (5)

CLASSIFIED**TEL: 01-240 0855****HOSPITAL APPOINTMENTS****ST. BARTHOLOMEW'S HOSPITAL,**

LONDON, EC 1

Locum Pharmacist

required. 5 day week. Salary £28 8s 0d, plus £1 15s 0d London Weighting per week. Accommodation can be provided in our hostel in the West End of London. Post offers varied experience in a Teaching Hospital.

Applications with full particulars and naming two referees to the Chief Pharmacist.

The United Liverpool Hospitals**LIVERPOOL ROYAL INFIRMARY**

Pembroke Place,
Liverpool, 3

PHARMACIST required

Salary £1,152 p.a. rising to £1,448 p.a. Whitley Council conditions of service apply.

Applications with names and addresses of three referees to the Superintendent as soon as possible.

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts

Senior Pharmacist required in Group Pharmacy of Category V hospital. Whitley Council salary, plus London Weighting. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

ISLE OF THANET**HOSPITAL MANAGEMENT****COMMITTEE**

CHIEF PHARMACIST Cat. II based at Princess Mary's Hospital (Rehabilitation) Margate with additional duties at Thanet District Hospital—these duties to lead to the introduction of modern systems of drug distribution within the Group. Further information and application forms from Group Chief Pharmacist, Thanet District Hospital, Margate.

GROUP PHARMACY**Pharmacy Technicians I & II**

required.

Experience essential. Part-time considered. Duties principally at King George Hospital but may be required to work at other Hospitals in the Group. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford.

ROYAL INFIRMARY OF EDINBURGH

& ASSOCIATED HOSPITALS

(1,350 Beds)

PHARMACIST

required in the group Pharmaceutical Dept. of one of the largest teaching hospitals in the United Kingdom. Excellent experience provided in all aspects of Hospital Pharmaceutical work, including manufacturing, quality control and ward Pharmacist scheme. Apply with full details including names of two referees to Personnel Officer, Royal Infirmary, Edinburgh, EH3 9YW.

BARNET GENERAL HOSPITAL,

Wellhouse Lane, Barnet, Herts.

Pharmacy Technician I

required for modern Group Pharmacy. Whitley Council salary. Apply to Group Pharmacist.

GROUP PHARMACY**Senior Pharmacist**

required. This is a Group post with duties at Barking Hospital, Upney Lane, Barking, Essex and King George Hospital. Whitley Council salary and conditions of service.

Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

ILFORD AND DISTRICT HMC**Deputy Chief Pharmacist**

required. Whitley Council salary and conditions of service. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

WATFORD GENERAL HOSPITAL**Deputy Chief Pharmacist (Cat. V)**

for this hospital of 754 beds. Salary £1,383 to £1,751. Duties mainly at Shrodells Wing (477 beds) which is now being developed as a District General Hospital. Experiments now taking place in new methods of drug distribution. Applicants may visit the department by arrangement with the Chief Pharmacist (WATFORD 25611).

AGENTS

Ravina require additional representatives and agents, who have established connections with the Chemist, Store and Hairdressing trades, to carry as additional lines, their new fast selling range of Beedi Bands and other hair accessories.

High commission rates are offered for these easy selling products.

Please write or telephone to the Sales Manager,

Ravina Marketing Company,
Rowan House,
64 Oxford Road,
Denham, Uxbridge
Tel: Uxbridge 30102/3

BUSINESS FOR SALE

ORRIDGE AND CO.,
DACRE HOUSE,
DACRE STREET,
VICTORIA STREET,
LONDON SW 1.

Tel.: 01-799 6433 (5 lines)

TONBRIDGE, Kent. Family retail business situated on main road. Increasing turnover 1969 estimated £23,000 approx. Net profit approx. £3,500 NHS approx. 1,600 items p.m. Nice living accommodation with 2 bedrooms. Vendor owns property which he will sell or lease at approx. £550 p.a. Price £2,500 o.n.o. + s.a.v. or £10,000 inclusive of property and stock.

HOUNSLOW, Middx. Middle class business situated in parade of shops with good supporting trades. Turnover approx. £24,500 including over £11,500 NHS. Modern fittings. Small living accommodation. Rent £350 p.a. Price £5,000 o.n.o. + s.a.v.

LONDON, W 10. Middle and working class pharmacy in main road position. Good NHS. Turnover last year £27,333 producing approx. 27% net profit. Usual agencies. Newly fitted shop. 2 flats above shop, one sublet. Good scope for increase in turnover. Price: Property £9,000 fixtures estimated to be worth £2,000. Nominal price for goodwill. Lease would be granted.

LONDON, SE. Drug Store with health foods situated in densely populated area. Turnover 1969 £16,623, Net profit £2,986. Excellent scope for pharmacist. Attractive living accommodation with 2 bedrooms. 5 yr lease unexpired at £160 p.a. Price £2,650 + s.a.v. (about £3,000).

MIDDLESEX (Suburb) Retirement. Good middle and working class business. NHS and toilet agencies, photographic showroom. Turnover 1969 £25,307 NHS approx. 13,500 items p.a. Lock-up shop, refitted in 1966. Lease 15 yrs to run at £800 p.a. business in present hands for nearly 40 years. Price £4,500 + s.a.v.

ST BARTHOLOMEW'S HOSPITAL

London, EC 1

PHARMACIST required

5 day week. £1,152-£1,448 per annum plus London Weighting (£90) and higher qualification allowance (£25). Extra pay for evening clinics. Accommodation can be provided in our hostel in the West End of London. Post offers varied experience in a Teaching Hospital.

Applications with full particulars, naming two referees, to the Chief Pharmacist from whom further details can be obtained.

Active agents required in all areas to handle attractive line of cosmetic brushes. Excellent selling commission and full backing of administration and prompt delivery.

Apply
Butee Brush Co. Ltd.,
22 Finsbury Court,
Finsbury Pavement,
London E.C.2.
Tel. 01-628 5417.

SITUATIONS VACANT

Assistant to Production Manager



The Works Division now located in their new factory at Shalford, near Guildford, require a young pharmacist (M.P.S.) aged 25-35 years, preferably with some manufacturing experience.

The successful applicant will be required to assist in the control of a wide range of manufacturing and packaging operations. Duties will also include the investigation and solving of problems arising in production, and generally assisting the Production Manager.

Salary will be according to age and experience. 5 day week, staff canteen. Usual fringe benefits include a generous Pension/Life Assurance Scheme, profit sharing bonus etc.

Brief details in the first instance to:—

Mrs. I. L. Stafford, Personnel Officer,

Berk Pharmaceuticals Ltd.

Station Road, Shalford, Surrey.

Tel: Guildford 65171.

MEDICAL REPRESENTATIVE

Weddel Pharmaceuticals Limited wish to appoint a representative to promote the sales of Weddel Sutures and other Pharmaceutical Products in the Midlands area based on either Birmingham or Nottingham.

Applicants should preferably be established Medical Representatives with experience of calling on Hospital staff and knowledge of Sutures would be a considerable advantage.

Apply in writing giving age and full details of experience to:

The Staff Manager (ADC 184)
Weddel Pharmaceuticals Ltd.,
14 West Smithfield,
London, E.C.1.

NOTTINGHAM

Due to further expansion we require two Pharmacy Managers/Manageresses.

1. Keyworth:
Busy country Pharmacy 6 miles south of Nottingham situated on an expanding private housing development. Two bed-roomed self contained maisonette available rent free if required.
2. Cotgrave:
Busy dispensing Pharmacy situated 3 miles from Keyworth and 7 miles from Nottingham. Rent free modern 2 bed-roomed flat available.

Both these positions carry a good salary, accident/illness cover, non-contributory pension scheme; 5 day week; no Sunday rota.

Apply Box No. 1567

Selling Challenge for the "SEVENTIES" MEDICAL REPRESENTATIVES

If you are a **good** salesman the very nature of your work is

A CHALLENGE!

How about a change for the better. Off with the old and on with the new into the 'Seventies'.

MERRELL DIVISION (Richardson-Merrell Ltd.) would like to discuss with you the prospects of joining their team of medical salesmen provided that:

You are a success salesman in the Pharmaceutical Industry or in a related field.

You have 5 'O' levels — or the equivalent.

You can work hard to maintain a high standard sales performance.

You have a real desire to succeed and make progress within a growth-conscious company.

WHAT WOULD WE OFFER IN RETURN TO THE RIGHT MEN?

A starting salary between £1,100-£1,500 — or more by negotiation if you have exceptional abilities and experience.

A generous 'payments by results' bonus scheme.

Three weeks paid holiday this year — four weeks later.

Free Life Assurance — and a contributory Pension Scheme.

A Company Car and realistic business expenses.

Prospects for promotion are excellent in this rapidly expanding and progressive Company.

We have immediate vacancies based on:

Dundee/Perth.
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Hull/East Riding.

Liverpool.
Cardiff/Newport.
South London Area.

If you are the man to accept this challenge, and you have what it takes to do a really demanding but rewarding job, write NOW sending brief details of your age, education and experience to:

The Sales Director,
Merrell Division,
Richardson-Merrell Ltd.,
20 Savile Row,
London W1X 2AN.

SITUATIONS VACANT

G. D. Searle & Co. Ltd.

Development Pharmacist

We are one of the world's leading companies who manufacture and market a wide range of pharmaceutical, medical, and allied products. We require a graduate pharmacist to lead a small team in the Research and Development Department.

The man appointed (who should be aged 25-40) will report to the Pharmaceutical Development Manager and be responsible for the formulation of new pharmaceutical and veterinary products and the manufacture of small pilot batches for production, evaluation and stability studies.

The work is technically demanding and will appeal to someone with at least 3 - 4 years' production or development experience who is at present earning a minimum of £2,000 p.a.

An attractive salary will be offered and conditions of service are excellent.

Please apply to:-
The Personnel Officer,
G. D. Searle & Co. Ltd.,
Lane End Road,
High Wycombe,
Bucks.

Telephone High Wycombe 21124

**VESTRIC
LIMITED**



**PHARMACEUTICAL
DISTRIBUTORS**

PHARMACIST

This leading pharmaceutical distributive organisation wishes to engage a Pharmacist for a branch in the Home Counties.

The Branch Pharmacist is responsible for providing technical and professional services in connection with the pharmaceutical products handled by the Branch and is expected to work on his own initiative.

The successful candidate will be suited to established sound customer relationships and capable of eventually progressing to a position in General Management.

The Company offers an attractive starting salary together with pension and life assurance schemes, profit sharing bonus etc.

Applications may be made in complete confidence to:—

The Personnel Manager,
VESTRIC LIMITED,
Runcorn,
Cheshire.

Wholesale Chemists require additional staff for their ethical and proprietary department.

Apply:
Manager,
RABIN LTD.,
189 Shoreditch High Street,
London E.1.

Applications are invited for the post of

ASSISTANT PHARMACIST

at the

Health Centre, Sighthill, Edinburgh.

The salary will be in accordance with the Whitley Council scale — £1,087 rising to £1,366 per annum. The appointment will be subject to the Whitley Council Conditions of Service and the National Health Service (Scotland) (Superannuation) Regulations. Canvassing disqualifies. For further particulars and form of application apply to the Clerk,

Edinburgh Executive Council,
'Drumsheugh House',
37a Drumsheugh Gardens,
Edinburgh, EH3 7SP,

with whom applications should be lodged not later than 11th February 1970.

WORKS MANAGEMENT

An assistant to the Works Manager is required to take charge of the filling, labelling, packaging, warehousing and despatch of a range of pharmaceutical and allied products for the home and export markets. Some 200 people are employed of whom 160 are engaged in these operations. The Company belongs to the Reckitt & Colman Group and the opening presents a good opportunity to a competent man with the right experience. Preferred age 28 to 40.

Applications should be addressed to:

The Chairman,
Roberts' Croupline Ltd.,
Burnden Works,
Manchester Road,
BOLTON.

TENDERS

**LANCASHIRE COUNTY
COUNCIL**

Tenders are invited for the supply of Rose Hip Syrup for re-sale at Child Welfare Centres during the period 1st April, 1970 to 31st March, 1972.

Forms of tender are obtainable from the County Medical Officer of Health, Room 128, East Cliff County Offices, Preston, PR1 3JN.

The closing date for receipt of tenders is Monday, 23rd February, 1970.

medical representatives

A Medical Representative is an essential link between his company and the medical and pharmaceutical profession.

For this reason, he should be a lucid thinker and fluent communicator equipped to talk with authority and confidence about the pharmacology of his company's preparations to practitioners, who will later have to prescribe the medicine to suitable cases. We have six vacancies for such men — Hertfordshire; Cambridgeshire & Northamptonshire; Coventry, Preston/Barrow; Glasgow; Fife. If you feel that an interesting and progressive career of this kind is for you, and require an above average starting salary with a non-contributory pension scheme and a Ford Cortina 1300 De Luxe, we shall be glad

to hear from you. You should be between 25 and 40 with a good academic record to 'A' level with a scientific bent and you should have a high degree of intelligence and a lively personality. Experience as a Medical Representative or in some branch of pharmacy medicine and allied fields would be an advantage, but we will be holding a seven week training course, starting in March 1970. Removal expenses will be paid if necessary. **Applications should be sent to the Personnel Development Manager, William R. Warner & Co. Ltd., Chestnut Avenue, Eastleigh, Hampshire.**

PRODUCTION PHARMACIST

A pharmacist is required for the manufacture and control of quality of a range of pharmaceutical and allied products for the home and export markets. Some experience of the filling and packaging of these products is desirable. The Company belongs to the Reckitt & Colman Group and the position offered presents a good opportunity to a suitably qualified man. Preferred age 28 to 40.

Applications should be addressed to:

**The Chairman,
Roberts' Croupline Ltd.,
Burnden Works,
Manchester Road,
BOLTON.**

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FOR SALE. Owing to ill-health and retirement, in the Republic of Ireland well equipped freehold chemical factory of approx. 12,000 sq. feet. Railway ½ mile and shipping 100 yards.

Family business established over 100 years. Has valuable Trade names and connections throughout the Republic. Veterinary products a speciality.

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Bancroft 4 Head Stainless Steel Vacuum Liquid Bottle Filling Machine. Newman Bench Model Bottle Labelling Machine. Both Machines motorised and guaranteed in first class condition. **Details from: C. Skerman & Sons Ltd, 10 Heathmans Road, Parsons Green, London SW 6. Telephone 01-736 6402/5.**

CIGARS AND WHIFFS, up to 30% saving! Top brand discount service. Write for list and free voucher. **CIGAR PLAN, CD3, Havana House, Birmingham 20.**

HOLIDAYS

MALTA, St. Paul's Bay. Spacious luxury flat, 3 bedrooms, fully equipped for 6. Breathtaking view of islands. 2 mins from sea front. Sun roof, maid service. £10-25 per wk. to Pharmacists. Car hire arranged etc. Write Box No. 1563.



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Obesity can lead to high blood pressure, diabetes and heart disease. It may worsen many other conditions.

Customers who ask for slimming advice should be encouraged to consult their doctor. Diagnosis with Ponderax skinfold calipers is much more accurate than by weighing machine.

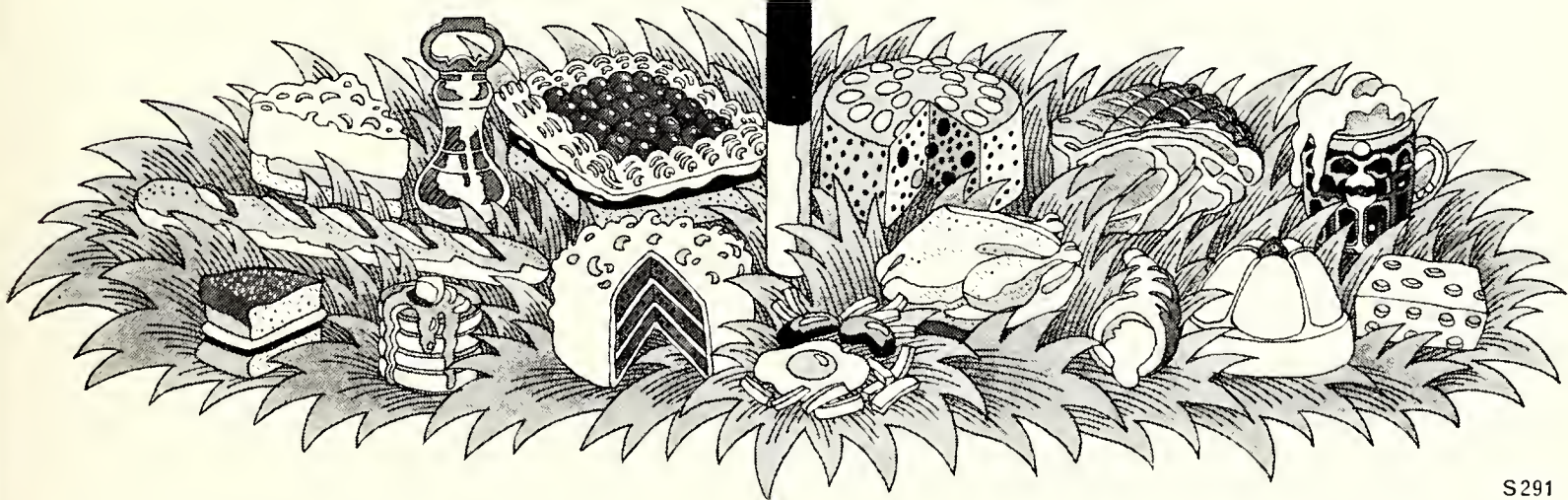


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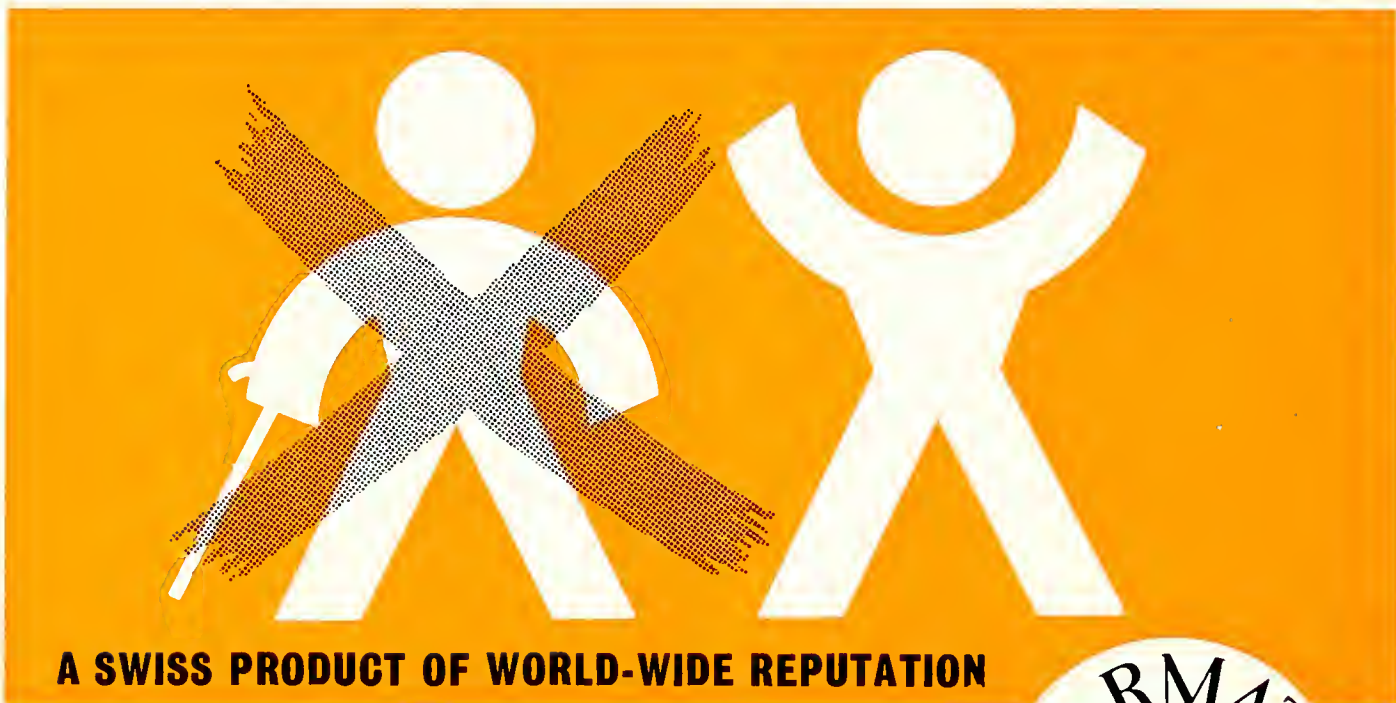


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